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Trade Board President

—Photo by Nott & Merrill.

Halifax-born Joseph Gerald Godsoe this week took over as president of Canada's largest local business organization: Toronto's 6,000-member Board of Trade. To the leadership of this group of commercial, professional and industrial leaders in local and national life, Mr. Godsoe, a vice-president and director of British American Oil Co., brings this background: graduate of Dalhousie University; legal practice in Halifax, former assistant general manager, Confederation Life Association; chairman of Wartime Industries Control Board in World War II.

THE NATION'S BUSINESS

Home Front Also Needs Defending

How much defense effort, how soon?

And with our guns, how much butter are we going to have?

So far as Canada is concerned, an important part of the answer to both questions is, for the present at least, how the United States answers them.

From a Canadian who has just been talking with a lot of senior officialdom in Washington, we have got some slants about current attitudes and activities along the Potomac which in many respects conflict sharply with impressions held here.

First: The present size and urgency of the U. S. war effort has been dictated by the mass fears of the U. S. people, far more than by the decisions of top officials and their advisers.

They demanded that their leaders "do something big" to give them protection. "It seems that no price is too big to give them the sense, if not the reality, of security now."

Second: In general, the calibre of the men who are really planning and running the U. S. defense effort is, our observer says, very much higher and much more impressive than readers of most of the U. S. press are led to believe.

"Last war, Washington was crowded with the New Deal super-planners, who like so many Socialists, almost welcomed the war as a means to achieve State Planning on a permanent basis. That group, if some of them remain, no longer have their former power or influence in the Truman entourage. The top men in Washington have few illusions about how much and how little can be achieved by controls."

That total war is not coming right now was also the view of Paul Hoffman, until recently ECA chief, when he spoke in Toronto this week.

U. S. News and World Report says:

"Early war is not indicated by any signs now apparent within Russia. Signs would be apparent in satellite countries and in Russia if attack were imminent. Attack by Russia, start of an all-out war, is not now to Russia's advantage and will not come in 1951 on the basis of any deliberate decisions by Russia's rulers. This does not rule out the possibility of a blunder leading to war. War, however, is not in the Politburo's timetable for 1951."

In America's decision to be strong, the hopes of free men everywhere depend. To the truth that any amount of armament is cheaper than defeat and enslavement all must subscribe. But increasingly, we are told, Washington is aware that Stalin can achieve his ends more easily by wrecking the American economy through an excessive war expenditure program, and putting its people in the economic chains of over-all controls as he might by force of arms.

That, too, must be remembered in Ottawa.

If Paul Hoffman is right, if the odds against war are as quoted by Prime Minister St. Laurent, the danger may be not "too little, too late" but "too much, too soon."

Block This Tax Chaos

Parliament should think very carefully before it approves any revision of the BNA Act which would give the provinces authority to levy an indirect sales tax, no matter how limited. The arguments against a similar proposal in 1936 — a proposal that was thrown out by the Senate — are just as cogent today as they were 15 years ago.

As Rt. Hon. Arthur Meighen pointed out on that occasion: "There never could have been a Dominion of Canada unless the power to tax by customs and excise was taken from the provinces and reposed with the Dominion. That is the essence of Confederation. That power of indirect taxation, with the effect it produces, is the very substance, the cornerstone of Confederation."

Given the power to impose indirect taxation, tariff walls between the 10 provinces of this country would become inevitable. As Mr. Meighen said, we would be "putting into the hands of each province a sharp sword to smite every other province."

Already even with their limited powers of direct taxation there is too much provincial discrimination, too many attempts by various provinces, and by municipalities as well, to restrict the free movement of goods from areas outside their jurisdiction.

Moreover, once the principle of provincial sales taxes was established, pressure would certainly mount to have the rates raised again and again whenever the provinces became pressed for revenue or whenever they convinced themselves that they were pressed. The taxes, being indirect or invisible, all the temptation would be one way.

With the present visible and direct provincial levies, no province lightly considers raising them because they are certain to face a protest from the consumer who is well aware that it is out of his pocket that these taxes are taken.

Already we have two and sometimes as many as three or four separate and distinct tax levies on the same article.

If the provinces are now permitted to enter the indirect tax field, there would be a hidden provincial levy in addition to all the others and quite possibly a special cut for the municipalities, too. If applied at the production level as is the case with most indirect taxes there would be an enormous pyramiding of costs to the consumer.

At any time, this proposal to open a vast new tax field to the provincial authorities would be a matter of the gravest concern. Right now, with the Federal Government facing huge and as yet unlimited new defense expenditures, all efforts must be concentrated on conserving our tax resources, not dispersing them.

What's Behind Storm Over Indirect Tax?

Provinces Bid For New 3% Levy On Store Turnover—To Net $250 Millions—Brings Stiff Opposition From Retailers, Business.

For a statement of the views of J. R. Petrie, director of research, Canadian Tax Foundation, on provincial sales tax proposals, see p. 3.

OTTAWA (Staff) — Battle is now being joined over proposals to legalize a new 3% indirect provincial sales tax. At stake are new revenues for the provinces estimated at $250 millions a year.

This is the tax some provinces asked for at December's federal-provincial conference as their price for going into an over-all federal old-age pension plan as proposed at the previous federal-provincial talks. These provinces claimed they would need extra revenues if they were to be enabled to go into the pension plan.

Draft federal legislation seeking an amendment to the British North America Act to give these taxing powers to the provinces has now brought concerted objections from Canadian retailers and the Canadian Chamber of Commerce; has raised anew a 1936 controversy when a similar amendment was defeated in the Canadian Senate.

"Retailers are more alarmed about this proposal than any of their other problems," said a retail group spokesman.

What are the problems involved in the proposal? What are the objections?

In the first place the new tax would be on retailers rather than on consumers; it would be a tax on retail turnover.

Although five provinces now have direct consumer sales levies ranging from 2% to 4%, no province has the power to levy the kind of indirect tax now proposed. This is barred under the BNA Act as at present written.

The draft amendment to change this situation has two salient features, The Post learns:

1. The tax would be limited to 3%.

2. There is a safeguard to prevent inter-provincial discrimination.

The present provincial sales tax picture shapes up as follows:

British Columbia has a 3% tax, which netted $25 millions in 1949-50. Saskatchewan has recently raised her retail sales tax from 2% to 3%; collected $7.6 millions in 1949-50. Quebec has a 2% provincial levy but as well, individual municipalities are allowed a further 2%, plus in some places an additional 1% for use of school authorities. Thus the tax in this province can (and does) run as high as 5% in total. But tobacco and meals are treated separately and taxed under a hospital levy. New Brunswick has a 4% tax and in the first five months for which figures are available, collected $2.3 millions. Newfoundland has a 3% tax but no revenue figures are available.

Main argument in favor of the proposed new tax is that the present system of direct consumer taxes is growing rapidly; may shortly become general as the provinces and/or municipalities become pressed for more revenue. This means there is now little or nothing to stop pyramiding of a form of taxation that is described as "highly inefficient, inequitable and difficult to administer."

The new tax, it's argued, would tend to shift the base to something much more secure, easier to administer and much more efficient as a taxing instrument.

To this retail and business organizations reply that this kind

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PRICES

Canned goods including tomatoes, beans (green and waxed), diced carrots, pork and beans, peaches, pears, advanced 5c-10c a doz. at wholesale level this week. Short supply from 1950 crop plus higher operating costs caused the increase.

Soft drink prices move up to 7c as all major soft drink makers boost prices one cent. New excise taxes plus continuing production cost increase are said prompting current move.

Wheat products, including flour, both cake and bread, cereals, cake mixes, will all be up in price according to reports received by The Post. Increased winter wheat prices, along with increased carton costs (5% Jan. 1) are given as two reasons for increase.

Furniture prices are on the rise. Many companies exhibiting 1951 models at recent furniture shows in Toronto, Montreal and Kitchener-Stratford have raised prices anywhere from 5% to 10%. Other companies will be following suit in near future. Increasing costs of almost everything that goes into furniture, including labor, have forced the rise, manufacturers say.

Coal prices will soon see a 50c-$1.75 per ton jump, according to grade and type purchased. Reasons are wage hikes in U. S., increased mine prices, freight raises both here and in U. S. and increasing general labor costs here.

Wool prices rose to a new record high this week, hitting $2.59 per lb. at Sydney auctions. The market continued buoyant under sustained competition among U. S., British and European buyers.

B. C. Aluminum Hopes Fading As U.S. Delays

OTTAWA (Staff) — Latest information here is that the proposed gargantuan B. C. aluminum deal is "dead duck" so far as the U. S. Government is concerned.

The Financial Post is informed that there has been no gesture by the U. S. authorities to reopen negotiations.

The Canadian company proposed a smaller and different contract for U. S. stockpile last year which the U. S. Government turned down. Subsequently the reported huge gap between U. S. needs the U. S. supply (even after substantial U. S. contracts had been placed in that country) suggested that a new approach might be worked out, which would form a basis for undertaking the proposed B. C. aluminum development.

But to date there has been no move by U. S. authorities to reopen negotiations, nor any move by the Canadian company to make a new approach to the U. S.

On the matter of Canadian aluminum going to Iron Curtain countries, raised in Washington this week, the Canadian position is clear. There were some small, less-than-normal contracts outstanding in 1947 on which very little was shipped in 1948 because demand was low. In 1949, Canadian officials went to the U. S. and suggested putting aluminum on the strategic materials list so its export could be continued. The U. S. refused.

Subsequently, it was decided as a matter of Canadian policy to

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Big Hunt for Men For Defense Plants

Aircraft, Electrical Plants Hardest Hit—Industry Scours Bottom of Pool for Skilled Labor—Toronto Picture "Grim"

By RONALD WILLIAMS

The manpower squeeze predicted for later in the year is already beginning to pinch hard in some areas.

Shortage of skilled metal tradesmen — toolmakers, machinists, pattern makers, is causing the pain.

Feeling the pain at the moment are the two industries that have the only substantial defense orders placed so far — aircraft and electrical.

To fill new defense orders for planes and jet engines, A. V. Roe (Canada) is scouring this country and the United Kingdom for skilled help.

They sent a team to British Columbia, got 17 specialists, would have taken more if they could have got them.

Right now, Avro has a three-man team in the U. K. trying to recruit men for the big Malton plant.

One of the major electrical firms in Ontario has sent employment personnel as far as 400 miles to interview a single toolmaker prospect.

Worst in Toronto

In Toronto, where the squeeze is hurting most, National Employment Service had 118 orders on file Jan. 18 for toolmakers, die-setters and machinists; but only 54 applicants.

The pinch, localized so far, is just a hint of what's in store when the full defense program gets rolling.

Said the personnel manager of a big Toronto manufacturing firm: "The situation's grim as it is. If we had to take on 50 machinists tomorrow—and we will when we get defense work—I don't know where we'd get them—probably have to go overseas for them like other people."

The only reason this firm and others haven't yet felt the pinch is that defense orders they are qualified to do haven't yet gone through Ottawa's processing mill. Some are scheduled, but they haven't actually been placed with specific firms.

At the moment, defense work being done has scarcely caused a ripple on the broad, over-all surface of industry. But that isn't expected to last long.

Unskilled Applicants

The over-all labor picture doesn't reflect the acute shortage of skilled help.

The latest manpower report for all Canada shows 250,000 persons registered for jobs with National Employment Service.

Most of the men were unskilled or semi-skilled who had been laid-off in seasonal-type industries.

This anomaly showed up where the shortage of skilled labor is most acute: around 600 unskilled jobseekers were going through the employment offices of the big Avro aircraft plant in Toronto every day, while, at the same time Avro was searching high and low for skilled help.

The skilled-labor situation is most acute in Toronto, mainly because a big chunk of the aircraft industry is located there; also some of the bigger electrical plants.

At Jan. 18, Toronto NES had 118 vacancies for machinists, toolmakers and die-setters but only 54 applicants.

The semi-skilled machine shop situation was somewhat better: 107 vacancies; 140 applicants.

Demand for sheetmetal workers also exceeded supply by a wide margin: 93 jobs against 34 applicants.

Foundry workers: 2 vacancies; 21 applicants.

Boilermakers: 8 vacancies; 9 applicants.

In the whole metal working section, NES reported 386 vacancies; 494 job seekers.

This, like the over-all Toronto and National picture, conceals the sharp skilled labor shortage.

The over-all Toronto picture looked like this at Jan. 18:

Men

Vacancies	1,845
Applicants	10,626

Women

Vacancies	2,345
Applicants	4,184

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Inside News

Washington Today

How is the United States mobilizing for peace . . . or war? What has been done? What's being planned in the long view? A special Post report from Washington. (p. 15)

The Furniture Boom

Canada's furniture factories are rolling at top speed to fill store-buying needs. The Post reports on what's behind the moves; the trends in prices, styles and Canadian designs. (p. 10)

Women Bosses

Why object to women as bosses? There's caustic comment and a dash of humor in the answers to The Question. (p. 18)

Liveliest Stocks

Which TSE stocks showed the greatest price gain, heaviest trading volume in 1950? What special situations affected some of the leaders? (p. 9).

Managed Investment

The stock market boom has lifted capital value of Compton Account to a new high. Managed Investment. (p. 5)

Labor's Fringe Benefits

What happens to an employee's fringe benefits — pensions, life insurance, hospitalization — when he goes into uniform? As a guide to business and industry, a United States agency has made a survey of 180 U. S. firms. (p. 8)

UK and Rearmament

How will British defense industries take to working with an American defense production expediter? Will Britain float a new Defense Loan to pay for rearmament? These are the highlights of Adelphi's London Calling. (p. 28)

New German Export Drive Aimed at Canadian Market

Look for more German goods of all kinds on the Canadian market in the coming year; an intensification of German competition in Canadian export markets, especially South America.

This is the conclusion reached by the Canadian Importers Association after making a study of Western Germany's recovery drive.

Noting from a flood of letters offering German goods for sale in Canada a keen awareness in Germany of the desirability of the Canadian market, the Association forecasts that "as soon as finances permit we will see an influx of German representatives hoping to establish or re-establish the sale of their products in this country."

As far as Canada is concerned, the Association reports, German goods to date have made less impact on Canadian imports than is the case in many other countries.

"Over-all Germany has made a recovery in developing her overseas markets that not even the most optimistic of her revivalists could have expected," the Association goes on.

"Developments that are predominant are in shipbuilding, machine tools, engineering and textiles and there are proposals to establish assembly plants in various parts of the world, particularly in some South American countries.

"In textiles, Germany is selling actively to European markets and the Near East; her shipbuilding capacity is planned up to 800,000 tons output; her steel production has already exceeded the official ceiling of 11 million tons annually."

Factors in the German recovery noted by the Association are cheapness of labor, ingenuity of her manufacturers and the absence of strains imposed by de-

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In a Fog About Controls? So Are Ottawa Officials

OTTAWA (Staff) — Wondering which way the Government is going to jump on controls, allocations, prices, rationing? Then you've plenty of company in the capital. Uncertainty on policies in these directions is currently at an all-time high.

Some clarification of policy may be expected by the time the Government has tabled its proposed bill to create a new Defense Supplies Department. But the wording of the Speech from the Throne next week, will mask confusion and uncertainty as to the extent and form of future economic policy.

One thing clear is that the armed services are getting a green light to spend everything they require to meet what the Government considers "necessary" in the present emergency.

This means there will be no restrictions placed in the way of the services, dollarwise. But it still leaves unanswered a score of questions as to the impact of this program on manpower, steel and other critical materials.

The immediate impact is not as great as might appear from some official statements.

For example: last week Defense Minister Claxton announced that defense orders placed in the first nine months of the present fiscal year totaled $700 millions. He included $50 millions for motor vehicles.

The automotive industry replied, in effect: "That's nonsense. If that kind of business has been placed by Ottawa, we haven't heard about it."

What's the truth?

The fact is that out of this $700

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Want to Help Beat Inflation? Then Take Nice, Long Vacation

OTTAWA (Staff) — Want to help the emergency? Then take a nice expensive trip to Bermuda, Florida or California this winter.

That's one very simple, pleasant, unofficial answer to the question: "How can we beat inflation?"

Reasoning behind this is that going south this winter and spending your money lavishly removes just that much money from circulation in Canada; puts that much less strain on Canadian resources.

In short, if you blow yourself to a $500 vacation next month, you'll be less likely to want to buy yourself a new refrigerator or a new television set.

And even though Canada is currently running an unusually adverse trade balance (our imports exceeded our exports by $31,000,000 in November) there is no rush whatever to want to get back into regulation and control of tourist travel for foreign-exchange reasons.

Looking back over the record of the past decade, it's clear that control of tourist travel has been the most difficult and obnoxious of all aspects of foreign-exchange control. True, there is still supervisory control of this form of spending. But it rests pretty lightly on most people; is a nuisance which many people here, as well as all travelers would like to abandon.

So even under present conditions, where our exchange reserves are coming under new pressure because of our adverse trade balance, there is no disposition to want to strengthen or extend tourist travel restrictions.

Better get that trip arranged, before Ottawa changes its mind.

Leather, Shoe Firms Eye US For Action to Curb Prices

Canadian hide, leather and shoe industries have anxious eyes on Washington. Expected almost hourly is the U. S. Government's official answer to skyrocketing hide prices. That answer will have far-reaching results on all segments of the Canadian hide and leather industries. It can influence the price of shoes.

There is little doubt in informed circles that the answer, whether it comes this week or two or three weeks hence, will be price controls. Hide and leather users here will be only too pleased at such a move, for it will serve somewhat the same price stabilizing purpose here as in the U. S. particularly if Ottawa were to plug certain export loopholes.

Tanners have seen the price of their chief raw material jump around 75% since Korea, under market conditions that were at times hectic. What's more the price spiral has been gathering momentum since the new year, has jumped over 10% in last two weeks, thus starting again the whole chain of consequent price hoists all along the tanning and shoe industry line. Anything that will bring a measure of stability to the confused hide picture will help get the three associated industries back on a more normal operating basis.

Supply Cuts Likely

But along with price controls will almost certainly come rigid allocations. How hard these supply cuts will hit Canadian importers who are bringing in U. S. hides at a more than $8 million a year rate is what has the tanning industry worried. These U. S. hide supplies have gone a long way in counteracting a serious drain on domestic hide supplies. In first 10 months of 1950 we exported 550,166 cattle hides and some 270,000 medium and heavy live cattle (hide export off slightly from previous 10 month period but cattle export up almost 25%).

Any sizeable cut in allocation to the Canadian market would mean curtailed operations in the tanning industry at a time when combined domestic and export demands are rising. The industry is confident, however, that Washington will give Canadian importers high priority rating for their normal requirements.

Canadian tanners have already taken some of their problems to Ottawa. One result has been a sharp tightening up on hide export licenses for permission to export to other than U. S. markets. This will have a two-pronged effect; not only will it help conserve hides for the domestic market but, more important still, it will reduce the likelihood of high export prices establishing still higher hide price levels.

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What's Ahead in Provinces?

Sales Tax on List For Most Legislatures

Legislators in most provinces were girding this week for busy 1951 sessions due, in most cases, to get under way next month.

Plenty of debate might be ahead on the Ottawa draft legislation on sales taxes to finance federal old age pension proposals. Although most provincial governments seemed eager for the legislation, unanimity was by no means certain.

For all but the Maritimes legislatures agendas were heavy with items of far-reaching local importance. And in at least two provinces early elections might be in prospect.

Here's how legislative programs were shaping up in each province:

British Columbia

Removal of government controls over gasoline prices and number of outlets; upward revision of government hospital insurance rates; changes in voting methods; bridge building policy and extension of the Pacific Great Eastern Railway — these are among major items that will come up for consideration at the Legislature's session opening Feb. 20.

As well, consideration will be given to federal old-age pension proposals and Trans-Canada highway plans.

A record budget can be expected — something above the current fiscal year's $105.5 millions.

Approval in general principle of the federal pension scheme has been voiced by the coalition government's dominant Liberal group, although with the means test to be retained for over-70's who seek the provincial $10 bonus.

On gasoline controls, government action to end its authority to limit wholesale and retail prices and to limit the number of service stations follows a long fight by the oil industry against these controls.

In hospital insurance the problem is how to break even. Premiums at a current $33 per family fall far short of meeting costs; present statutory limit on premiums is $36, and a $2.5 million subsidy was voted for 1950.

The alternate ballot is sought by Attorney General Gordon Wismer for provincial elections to permit a return to party government without giving ground to the CCF.

A $10 million loan authority will be sought to enable a link on the P.G.E. to be built along the coast between Squamish and Vancouver. Extension to meet the CNR at Prince George over the 83-mile gap from Quesnel is under way.

Other matters likely to come up include:

—Consideration of setting up a toll bridge authority in view of soaring costs of ferry operation at several important water crossings.

—Decision on repeated appeals for removal of 3% sales tax on meals or upward revision of present 50-cent tax-free minimum. Sales tax revenues are expected to total well over

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Pace of Business

Government revenue for Dec. was $261.1 millions ($199.6 last year); expenditures $274.2 millions ($200.5 Dec., 1949). Accumulated budgetary surplus for first nine months fiscal year was $419.8 millions ($298.9 millions last year).

Farm cash income in 1950 estimated at $2,169 millions, down 12% from 1949's total of $2,457 millions. Reduction due to decline in returns from grain, lower initial price of wheat, and also severe frost damage.

Labor income first 10 months of year was $6,678 millions ($6,327 millions 1949). It is estimated that total 1950 pay will hit $8 billion mark for first time.

Crude petroleum output reached new monthly peak Oct. at 3.0 million bbls. (2.1 last year). During first 10 months output increased 31%, and was 8% higher than full year 1950. **Alberta production crude oil** continued at near-record level week ended Jan. 15, according to Petroleum & Natural Gas Conservation Board. Average daily output was 102,368 bbls. (58,157 bbls. last year).

Steel ingot production moved up in Nov. to 279,754 tons (253,213 last year), and 11-month cumulative total increased 6.5% to 3,016,595 tons.

Car loadings week ended Jan. 13 were 78,708 cars, 20% over last year's 65,667 cars. Cumulative total 141,302 (120,200 in 1950).

Coal production 1950 declined slightly from peak 1949 total, imports rose 36%. Year's output was 19,017,884 tons (19,120,046 in 1949).

Highway traffic was at new peak in 1950, number of entries (2,060,048) up 3.5% from previous high in 1949. N. S. and Man. only areas recording declines.

EATON'S

Men's Eatonia Hats!

10 Colours! With New, Narrower Brims That Help Add Smartness and Snap to Your Appearance!

Light shades . . . dark shades . . . in-between shades . . . almost any hat-colour you can think of . . . all in these good-looking Eatonia Hats. And what's more . . . you have a style-choice of five different models proven to be most-popular with most men. When you see and feel the good quality fur felt . . . the detachable sweatband . . . careful finishing . . . and note the economical price . . . you too will say

"Your Best Buy is an EATON Brand".

EATON'S

Will Ask Court Wind Up National Sewer Pipe Co.

An application to wind up National Sewer Pipe Co., not because it is bankrupt or insolvent but for certain stated reasons, will be made to the Supreme Court of Ontario, by some Class "A" shareholders who are members of the Protective Committee for Holders of Class "A" shares.

An originating notice of motion was served on the company by delivery of it to President Ryland H. New on Jan. 18. It was filed on the same day in the Supreme Court of Ontario, Weekly Court, Registrar's Office.

This action is unusual in Canadian legal and financial history, particularly for a company this size. It is the Committee's latest move in its attempt to get some settlement of the arrears of dividends on the company's Class "A" stock.

The application will be made before the Presiding Judge in Chambers at Osgoode Hall.

Applicants are Edward Coleman, George Wallace Sharp, Thomas Joseph Agar and Donald Mackay Deacon. Their solicitors are Fraser, Beatty, Tucker, McIntosh & Stewart.

The motion will be for an order that "the company be wound up on the ground that it is just and equitable that it should be wound up, not for the reason that it is bankrupt or insolvent, which is not the fact," but for certain reasons set forth. Among these are:

(1) The company refused to allow K. L. M. Carter to audit and report on its books as he was appointed to do by order of the Provincial Secretary of Ontario made under Section 4(2) of the Companies Information Act.

(2) No dividend was paid on the Class "A" shares from Dec. 15, 1933, to June 15, 1949, and arrears now amount to $1,016,016.

(3) Directors have consistently failed or refused to apply the available assets of the company in the reduction of such arrears of dividends and have failed or refused to propose or agree to any reasonable plan for the disposition thereof.

(4) Despite the arrears and that directors regard the future earnings as uncertain, directors now propose to apply the bulk of the liquid assets for the construction of a new plant.

(5) Despite the fact that Class "A" shareholders would be entitled, in event of liquidation, to an amount equal to over 88% of the net worth shown by the annual report as at Oct. 31, 1950, President New and his family, "who have at all times had control of the company through their direct or indirect ownership of common shares, have in recent years denied the Class "A" shareholders of the company any voice in the direction of the company's affairs and any representation on its board of directors."

The motion also asks for the appointment of Mr. Carter as provisional liquidator and for referring the matter to the Master of the Court for appointing of a permanent liquidator and for making the necessary steps to wind up the company.

It also asks that costs of the application and of the reference to the Master be taxed and paid to the applicants out of the company's assets.

In the supporting affidavits are statements that Mr. New has expressed doubts as to the future earnings prospects of the company as his justification for failure to make payments on account of dividend arrears; that the Hamilton plant of the company has not been in full operation since 1944, except for very short periods; and that one important effect of the proposal to spend $1,400,000 of the liquid assets on constructing a new plant will be to reduce the funds which would be otherwise available for payment or other disposition of Class "A" dividend arrears.

The motion is being brought under the Companies Act. Section 192 of the Act provides that a corporation may be wound up by order of the Supreme Court, . . .

"(c) where in the opinion of the court it is just and equitable for some reason other than bankruptcy or insolvency of the corporation that it should be wound up":

This action follows the unsuccessful attempt of the Class "A" Shareholders' Protective Committee at the company's annual meeting on Jan. 13 to obtain an answer satisfactory to them regarding settlement of the dividend arrears. (See The Financial Post, Jan. 20).

Uncertainty Over Controls

(Continued from page one)

millions business, probably $75 millions to $100 millions has not got beyond the requisition stage. Included in this figure is most of the motor vehicle business.

This means that while National Defense has told Canadian Commercial Corporation to place $50 millions of business in this field, it may be months before these orders are actually placed. That's because the order is essentially a tooling proposition to put Canadian plants into position to turn out new-type vehicles in the event of all-out war.

Before giving out this tooling order, there will be a lot of discussion and investigation to find out the best way to go about it. This kind of discussion has been going on for some months now; may go on for some considerable time even before the tooling job is confirmed. And actual production of vehicles (even of the small quantities presently sought by National Defense) would be some considerable time beyond the tooling contract.

Looked at another way, one official estimate reports that the total amount of steel presently required for defense orders in Canada in 1951, is of the order of only a few thousand tons. (That's apart from ships, construction of defense plants, etc.)

This figure may change in the next few weeks, but it is confirmation of the fact that defense spending as yet, has not made a very big impact on the national economy so far as steel is concerned.

New-Type Weapons

Another reason for this is that much of the business now "requisitioned" by National Defense is for new-type weapons. Also we are planning for "capacity to produce" in excess of actual production. This is true in the case of motor vehicles and many other armaments items.

Thus, instead of going into production of items we used in the last war we are switching not only to U. S.-types but to new versions of U. S.-types. This means more initial delay in getting the program under way and in its impact on the domestic economy.

It confirms the unwillingness of officials to go out on any limb regarding civilian controls until they get closer to grips with the actual need of critical items for defense purposes.

There is also the fact (disturbing in the extreme to those who think Canada isn't moving fast enough) that there is presently no authority for "end use" controls in Canada.

This authority will almost certainly be sought promptly at the forthcoming session.

Your New Pillow May Not Be So Soft; Feather Shortage Seen

You would not be surprised to be told your head may not rest so easily on your pillow in the months ahead because of the way world events are going.

But you might be surprised to learn your nocturnal discomfort won't necessarily be just from wondering what Uncle Joe is going to try next. Your pillow, if you have to buy a new one, may be less soft than pillows being produced now.

There's a shortage of duck and goose feathers looming up. Almost as hard to get as hens' teeth during the war, they are already scarce and may be in critical supply, a feather house has warned The Post.

For Sleeping Bags

Reasons are the defense effort and the political situation in Asia, Randle Griffin of Feather Industries Ltd. said. The government is buying feather filling for a new sleeping bag it may use in quantity. Supplies of duck feathers from China are uncertain, at best.

In recent years Canada has depended on China for as much as 90% of raw feather supply here, he said. (Feather trade has been so important, F. I. in Toronto and merchants in China used to talk on long distance telephone.)

Canada does produce feathers for the same purposes, but they are being drawn away by high U. S. demand and prices.

Just recently Ottawa ordered $111,000 worth of processed duck and goose feathers from Feather Industries. "That's a lot of feathers," Mr. Griffin explained to The Post, "but it doesn't make so many sleeping bags." Chicken feathers wouldn't do, he said, for the new special sleeping bag, tested outdoors in Alaska and now gaining favor with the army. He forecast diminished supplies of feathers for upholstery, pillows, comforters and other consumer items.

The company is strictly in the new feather business. There are used feather dealers, but nobody but the duck, turkey, goose or chicken has used F. I.'s feathers before its customers. It supplies them for a variety of needs, including badminton birds, fishing lures, millinery.

F. I. claims to be unique in Canada. It uses processes and machinery developed by its general director and co-founder, a European feather expert with more than 20 years experience. (Europeans use more feathers than Canadians.) He is Hanus J. Heller, a Czechoslovakian who came to Toronto to start the company after the last war. It is now affiliated with Canada Packers. Mr. Hanus' process reduces feathers to one sixth their untreated weight. It cleans, sorts and packs them according to weight and size. F. I. also claims an exclusive method of making chicken and turkey feathers fluffier.

Big Hunt For Men For Defense Plants

(Continued from page one)

The Canada-wide picture at Jan. 4:

Men	
Vacancies	25,294
Applicants	190,400
Women	
Vacancies	10,520
Applicants	57,700

Most of this unemployment is due to normal seasonal layoffs, and will correct itself in the spring.

Transition Pains

However, despite the tight manpower squeeze that's coming, there will likely be some upheavals in the transition period, as more and more firms switch over from civilian production to defense.

During this period, it won't surprise Ottawa if there are substantial but isolated pockets of unemployment. That will only be temporary until the defense program gets rolling.

At the moment defense is only a drop in the bucket of total Canadian production.

Most of the orders placed so far are aircraft and electrical and electronic equipment. That's why the skilled-help pinch is hurting in Toronto.

In nine months Ottawa has placed orders for $700 millions for armament construction and supplies. But only a small amount of it has filtered down through to the production level.

The 1951-52 spending rate will be double this. In fact, the only limiting factor will likely be, how much can we make.

The key to that will be manpower.

Adding to the manpower pressure will be demands for the armed forces. At present, this doesn't appear to mean too much. Strength is about 6,000. This is to be increased 25%-30% which only means another 15,000 men. Most of them will come from the biggest section of the manpower pool — unskilled. Assuming no heavier drain than this, the needs of the armed services shouldn't be too big a factor.

Controls This Year?

But despite this, nothing like it will have happened before.

To keep the situation in hand, some sort of controls—wage and labor direction—will probably be necessary before the year is out. At least that's the considered view of people in Ottawa who are going to have to handle the manpower baby.

This will be altogether different from last time too: full controls didn't come until 1943.

Last time too, there was a reserve of manpower to draw on. Now there isn't. Then the economy wasn't running at anything like capacity. Today it is.

What's more, the defense program started much slower last time.

In the last nine months, Ottawa has placed 20 times as much defense work as in the pre-World War II period; six times as much already as in the first year of the last war.

Before long, industry is afraid, today's manpower squeeze is going to seem like a gentle nudge.

$3 Billion Federal Revenue Seen As Income Runs 11.8% Above '49

OTTAWA (Staff)—Federal coffers continue to burst the seams at a rate which could yield close to $3 billion in the present fiscal year. This would give Finance Minister Abbott a surplus of $300 million instead of the $15 million for which he budgeted in Sept., 1950.

To the end of December, federal tax and other receipts have yielded just over $2 billion. This is 11.8% more than in the same period last year. It gives a theoretical surplus in the first nine months of $420 million against $299 million in the same period last year. Late spending by many departments, plus arms aid appropriations, will subsequently lower this surplus as the government nears the end of its fiscal year.

For December alone, federal revenues were 31% higher than in the corresponding month last year. If this rate of increase continues, federal revenues would top the $3 billion mark. Here are the impressive monthly gains for individual revenue sources:

HIGHLIGHTS OF FEDERAL GOV'T. Revenues, Dec. 1951
REVENUES, DEC. 1951

	Dec. Rec. ($ Million)	Incr. over Dec./50 %	9 Mos. Rec. ($ Million)
Customs Duties	22.8	+25	198
Excise Duties	20.0	unch.	174
Excise Taxes	62.8	+27.5	457
Income Tax:			
Indiv. at Source	34.8	+45	222
Other Indiv.	11.5	+17	240
Corporations	77.9	+52	526
Div. & Int.	7.6	+95	42
Succession Duties	3.2	+40	25
Postal Rev.	11.0	+ 5	65
Other Rev.	9.5	— 4	100
	261.1	+11.8	2048

One of the highlights of the December intake is the 15% tax regulation which permits "private" companies to capitalize undistributed surplus. The Financial Post is informed that most of the $28 million increase in corporation tax revenues which occurred in December was due to this special legislative device. This would mean that close to $50 million has poured into federal coffers because of this one provision, since September.

Even apart from this special 15% tax source, corporation revenues continue as the largest single source of federal income. In the first nine months, total revenue from this source has reached new peak ground of $526 million—up almost 22% over the same period in 1949-50.

In personal income taxes, the most striking gain is currently in the pay-as-you-earn bracket. For December, these "deductions-at-source" receipts are up 45%. In this category, nine-month returns are higher by 14%.

Total collections of income tax on individuals for the nine months as a whole is $10 million less than in the first nine months of last year.

German Drive For Market

(Continued from page one)

fense as in other European countries.

What has held the Germans back in Canada so far?

"We gather that the Germans have been approaching Canadian businessmen with a good deal of diffidence" says the Association, "and it is fair to assume that they are concerned about the reception they may receive from Canadians.

"Apparently most Canadian importers, however, adopt the very reasonable attitude that despite what has gone on in the past an important nation like Germany must exist in a reasonable state of prosperity if it is not to fall under the Communist regime and are prepared to take the attitude that if German goods are competitive they can be sold in this country."

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THE FINANCIAL POST, TORONTO

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Classified ads cost 8c per word and figure for each insertion. Minimum charge $2.00. Add six words when box number is required. When replies are to be mailed to advertiser add 15c. Classified ads payable in advance. Contact rates on application.

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Advertising

This month Lever Brothers took over sponsorship of Roy Ward Dickson's "Fun Parade" for New Lux. The audience-participation quiz show handled by J. Walter Thompson Co. (Toronto) is being heard weekly over radio stations across the country.

* * *

F. H. Hayhurst Co. (Toronto) announces series of transcribed spot commercials, "The Bromo-Seltzer Roving Reporter" consisting of interviews with men and women in various occupations to find how Bromo-Seltzer helps them. These spots plus dramatized commercials will be heard over 36 Canada-wide radio stations.

* * *

Walsh Advertising (Montreal) appointed by Slater Shoe Co. (Montreal). Plans call for newspaper advertising campaign for men's and women's shoes plus dealer merchandising.

* * *

Erwin, Wasey of Canada (Toronto) is conducting a test campaign for Canadian Wallpaper Manufacturers Ltd. starting Feb. 1 for 12 weeks over Halifax radio. Campaign will be five 15-minute programs a week by Miss Abbie Lane discussing home decoration tied in with sales promotion and point of sale promotion with local dealers.

* * *

Muter, Culiner, Frankfurter & Gould (Toronto) announces Leishman Tailored Clothes, a division of Tip Top Tailors will use a series of full-color full-page insertions in a weekly news magazine, March through June. Dealers will be supplied with mats, consumer letters, spot announcements, mail folders and display advertising.

* * *

Alberta Distillers' latest product is being introduced into the Alberta market by agency O'Briens (Vancouver) with full-page advertisements in dailies and selected weeklies in the province.

* * *

David A. Brown, former sales and advertising manager Sobie Silk Shops, has opened own advertising and sales promotion business in Ottawa while still directing Sobie advertising among other clients.

* * *

Canadian Sirocco Co. (Windsor) announces opening of its Hamilton office with G. E. Smith in charge.

ANNOUNCING

Important Appointments in Canadian Industry, Finance, Business and Government

Canada Life Assurance Co. (Toronto)—W. J. Adams, chairman of medical information bureau for 1951.

Canada Permanent Trust (Toronto)—Cyril F. H. Carson, director; M. Ross Gooderham, director.

Canadian Breweries (Toronto)—Clifford W. Hale, advertising manager for Carling Breweries.

Ontario Association of Architects—Earle L. Sheppard, president; Gordon S. Adamson, vice-president; H. Gordon Hughes, treasurer.

Canadian General Electric (Toronto)—A. E. Ormsby, manager for Calgary district; S. Barkwell and J. R. Macleod to Apparatus Division of Winnipeg District Office.

Canadian National Railways (Montreal) — H. Heckman, auditor of freight accounts; Gerald M. Cooper and Alexander Hart, company solicitors.

Cunard Co. & White Star (Montreal) — Charles Ernest Pierce, director.

De Havilland Aircraft of Canada (Toronto) — Russell Bannock and Wilfred W. Parry, directors.

Department of External Affairs (Ottawa)—H. F. Feaver Chief of Protocol.

Electric Boat Co. (New York City)—T. Rodgie McLagen director.

Empire Life Insurance Co. (Kingston) — N. D. McDonald, superintendent of agencies; D. W. Morphy St. Catherines Branch Manager.

Greenshields & Co. (Montreal)—H. F. Seymour, A. R. Wright and Henri Turgeon, directors.

Guardian Insurance Co. of Canada (Montreal) — W. H. Bell, director.

John Labatt (London)—Kenneth D. McNamara, general purchasing agent.

Leetham Simpson (Montreal) — Alan Hergen, industrial consultant.

Norwich Union Life (Toronto) — S. K. Thompson, Toronto branch manager.

Pal & Personna Blades (Montreal) — Al. S. Ballingall, general sales manager.

Peacock Brothers (Montreal) — John Bryson, president and secretary-treasurer; F. R. McDonald, vice-president and general manager; W. P. Ferguson, general sales manager; F. A. Lucas, assistant general sales manager.

Phoenix Insurance Co. (Hartford, Conn.) — George E. Rutter, Montreal Agency Superintendent.

Picard & Fleming (Toronto) — D. J. Gravelle, manager Peterborough Branch.

Royal Bank of Canada (Montreal) — K. M. Sedgewick, assistant general manager Toronto; C. B. Neapole, assistant general manager; W. E. McLaughlin, manager Montreal branch; J. C. Mayne, Alberta supervisor; D. S. Anderson, manager Calgary branch.

Robert Simpson Co. (Toronto) — E. J. Wilkinson, Supervisor Hardware Departments, Mail Order Division.

St. Johns Textile Mills (St. Johns, P.Q.) — Louis M. Bloomfield, director.

Sovereign Life Assurance Co. (Winnipeg) — Peter D. Curry, director.

Vancouver Stock Exchange—J. H. Lamprey, president; Frank E. Hall, vice-president; John McGraw, honorary secretary; T. E. Pilkington, honorary treasurer; A. J. Chilcott, C. M. Oliver, Sir Steven H. F. Lennard, W. E. Thomson and P. A. Wooten, directors.

Obituaries

Merion "Mike" Davies, Vancouver district manager of Amalgamated Electrical Corp., at Toronto, Jan. 7.

Halsey V. Welles, president and founder of Welles Corp. Windsor, at Hollywood, Fla., Jan. 15.

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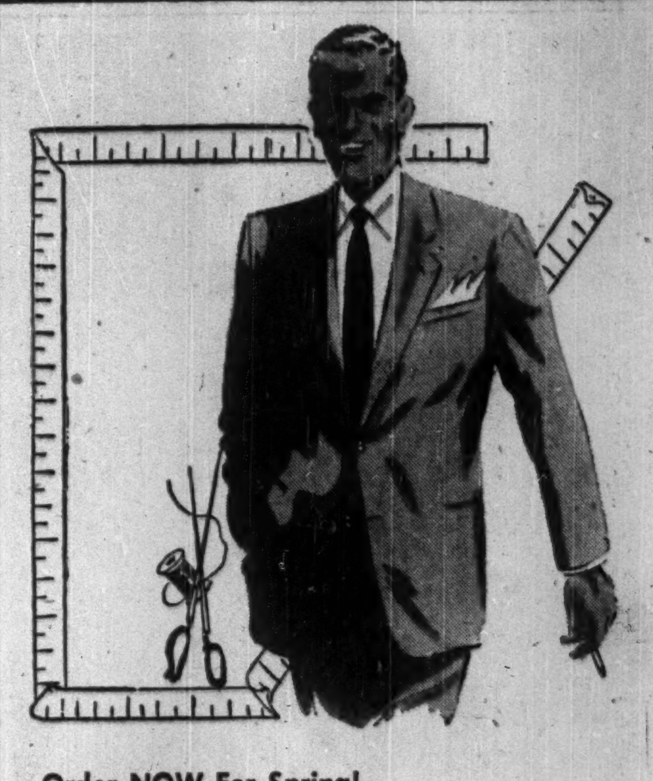

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BOX 159, THE FINANCIAL POST, TORONTO 2.

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BOX 152, THE FINANCIAL POST, TORONTO

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of specialized hardware items with established agencies in most foreign countries, and home office travellers constantly visiting them, invite manufacturers of allied products anxious for world-wide distribution to contact them. We purchase for resale to our established distributors abroad. Please give full descriptive material with first letter to

BOX NO. 148, THE FINANCIAL POST, TORONTO.

What's Wrong With Sales Tax?

Tax Expert Says Tax Cleanup Needed

Here is how the principle involved in the draft legislation to empower the provinces to levy an indirect sales tax is viewed by J. R. Petrie, prominent Canadian taxation expert, Director of Research, the Canadian Tax Foundation.

By J. R. PETRIE

The proposal of some of the provinces at the last federal-provincial conference in December for a constitutional amendment empowering the provinces to levy indirect sales taxes has resulted in a draft amendment prepared by the Department of Justice.

This draft is now in the hands of the provincial authorities, and it appears that a new conference is in the offing. This is not the first time that such a proposal has been made.

In 1936 Mr. Lapointe proposed a similar amendment, but it was dropped on the grounds that New Brunswick intended to use such power in a manner discriminatory against goods purchased outside the province.

Again, at the federal-provincial conference in 1945 it was stated that "The Dominion is prepared to seek constitutional amendment permitting delegation of powers from the Dominion Parliament to provincial legislatures, or vice versa. Once the amendment is made, the Dominion Government will request Parliament to delegate to the provinces, for the duration of the agreement, the right to levy retail sales taxes within limits to be specifically defined." This proposal was frustrated by the breakup of the conference.

Vital Questions

What is the situation today respecting sales taxes, and what is behind the provincial request for a constitutional amendment? These are vitally important questions concerning every citizen of Canada.

Sales taxes of various kinds are already being levied at the federal, provincial and municipal levels. The Federal Government imposes a basic tax of 8% (there are higher rates on selected commodities) on the value of goods produced by manufacturers, who pay it to the government, and then include the tax in the invoiced price of their goods.

The tax is ultimately paid by the consumer as a hidden tax built into the price he pays for a wide range of commodities. This is clearly an indirect tax falling within the taxing power of the Federal Government.

Five provinces now levy a "direct" retail sales tax on most goods sold, used or consumed within the province, although it is actually termed a sales tax only in Quebec.

In addition, selective sales taxes, chiefly on gasoline and tobacco, are widely used at the provincial level. In Quebec the province collects a retail sales tax for several municipalities and a few school boards.

Why The Amendment?

Since half the provinces are now levying direct retail sales taxes with much success from a revenue standpoint, why the demand for a constitutional amendment? The answer to this question requires some discussion of the constitutional background.

Section 92(2) of the British North America Act limits the provinces to "direct taxation within the province in order to the raising of a revenue for provincial purposes." The judical interpretation of a direct tax has long been one that is "demanded from the very person who is intended or desired should pay for it."

It has become apparent that almost any tax can be made direct if the governing statute is worded to make it so. Consequently, the provincial legislators have exercised considerable ingenuity in circumventing the constitution by means of legal legerdemain.

As a result of the leading judicial opinions on provincial sales taxes, it appears that any sales tax can be imposed legally at the provincial level by placing the legal liability for payment on the purchaser instead of upon the vendor. The vendor acts as a tax collector for the Crown. Thus, this part of the constitution has been stripped of its original intent and much of its force. Provincial sales tax legislation goes so far as to impose tax liability on persons importing goods from outside the province. This borders very closely on interference with interprovincial trade, and is of doubtful validity.

The desire for a constitutional amendment stems, superficially, from the argument that an indirect tax levied on the vendor rather than on the consumer (this, in reality, is a turnover tax levied on gross sales) would be easier to enforce and less expensive to administer.

Perhaps the turnover tax would be easier to administer, but the argument is by no means conclusive. And it is doubtful if there would be any significant change in administrative costs.

These arguments are far from convincing. The really significant argument, which is not used for obvious reasons, is that if the tax were hidden there would be less objection to it from the public. To state this argument is to damn the proposal completely. The best argument for the proposal is that it would give full constitutional sanction to a legislative fait accompli.

Case Against Amendment

The case that has been presented against the constitutional amendment is not quite consistent. In one instance it is argued that a hidden tax on sales would increase the cost of living and upset established pricing methods. This argument assumes an increase in existing provincial taxes, because the current taxes are already borne by the consumer.

While there is always the possibility of increased provincial taxes as a result of allowing the provinces to levy indirect sales taxes, it does not necessarily follow that this will be the case. Moreover, it is doubtful that a constitutional amendment would be the deciding factor in bringing new provinces into the sales tax field.

It has also been argued that an indirect tax would in part become a tax on profits because of the inability of retailers to pass all sales taxes on to the consumer. This result would probably be the rare exception, because sales taxes are generally paid by the consumer, regardless of the form they take.

Under the prevailing situation of a strong sellers' market, which is likely to become stronger as defense spending increases and the supply of many goods decreases, it certainly appears that the ultimate incidence of all commodity taxes will be on the consumer.

The really important point in connection with the sales tax problem is the overlapping and pyramiding of federal and provincial sales taxes. The federal manufacturers' sales tax is pyramided as taxable commodities pass from producer to wholesaler to jobber to retailer to consumer. In each case the profit markup is computed on a cost-plus-tax base. Thus the consumer pays substantially more tax than the Treasury receives from the licensed manufacturers. This inequity is magnified when a provincial retail tax is superimposed upon a price which already contains a substantial tax load. In part the retail tax is a tax upon a tax.

Federal Needs

In view of the grave emergency confronting the country now, it is desirable and necessary to increase federal sales taxes. A large part of the purchasing power that is exerting such an inflationary pressure on the economy is in the hands of people who are not (and should not be) reached by the personal income tax. Sales taxation is the best method of reaching these people and of distributing the cost of defence as broadly as possible.

The need for heavy sales taxation points to the urgency of integrating federal and provincial taxes. Ideally the best approach would probably be the abolition of the existing federal manufacturers' sales tax, replacing it with a uniformly based retail direct sales tax to be administered by all 10 provinces.

Exemptions could be so drawn as to exclude the basic essentials of living. The proceeds of the tax would be shared by the federal and provincial governments in accordance with a basic federal rate, supplemented by provincial rates drawn to recover the cost of administration and in accordance with provincial revenue requirements.

Such a plan has the merit of eliminating tax pyramiding, and it would go far toward meeting the vexing problem of interprovincial sales that now confront the five sales tax provinces. No constitutional amendment would be required. Agreements such as now exist for personal and corporate income taxes would be sufficient.

Should this plan not be practicable now, the indicated compromise is to provide for a joint federal-provincial direct retail tax at the provincial level in lieu of any increase in the federal manufacturers' sales tax rate.

One way or the other, increased federal sales taxes are inevitable, considering the magnitude of our defense programme. The sales tax is not as regressive as it used to be. A wide variety of the basic essentials of living are exempt, and further exemptions can be utilized as deemed necessary.

Moreover, the payment of family allowances has made a difference in the equity of the tax. In a sense, these payments represent an extension of the principle, contained in the income tax, of stated exemptions for dependent children.

What this system accomplishes is the payment of an allowance, based upon the number of children, to families whose incomes are too low to permit them to take advantage of the income tax exemptions. This makes it possible to use the sales tax to a greater extent than formerly.

Integration The Problem

The present situation should not be allowed to continue in its unco-ordinated way. The problem is primarily one of integrating federal and provincial sales taxes toward the end of maximum yield and minimum consumer sacrifice, by removing tax overlapping and pyramiding.

The constitutional issue is really beside the point. The matter should be faced from the viewpoint of emergency defense financing. The concession to the provinces of the right to levy indirect taxes, without the required degree of integration of federal and provincial sales taxes, would result in no solution to the fundamental inequities of the present system, all of which will be magnified many times as taxes are increased, and inflation continues to push living standards steadily downward.

The year 1951 is likely to be a turning point in our peacetime fiscal history. Important policy decisions are in the making. As important as any is the decision on sales tax policy. There is still time to reappraise our over-all requirements, and to formulate a policy which will really reach the root of the sales tax problem.

If the current proposals, which are not yet public, simply involve a concession to the provinces to levy indirect sales tax, even though some limitation be placed on the concession, they represent a retreat from the problem rather than a solution to it. Constructive policy is needed urgently. Now is the time to produce it.

WILFRID W. PARRY

partner in the legal firm of Arnoldi, Parry & Campbell, Toronto, has been appointed a director, de Havilland Aircraft of Canada Ltd.

NOTICE

S. S. 1 Croft for new school. $12,000 debentures, 20 years, 4%, final year only callable. Bids to be in office of Roy C. Cassie, Public School Inspector, Parry Sound, Ontario, by noon February 15, 1951. Further information on request.

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Indirect Tax Plan Arousing Storm

(Continued from page one)

of tax is one of the worst types of levy from both trade and tax collectors' viewpoints.

The trade argument is that it is costly to administer, is subject to widespread evasion by smaller operators and difficult to enforce. It is also said to be open to wide possibilities of discrimination as between firms with head office in or outside the province.

On this latter criticism of "discrimination," it is claimed here that something can and will be done to prevent abuse if and when it arises, but that this matter has not been broached now because Ottawa would not wish to imply that any province would be likely to be guilty of applying the proposed amendment in discrimating fashion.

In the draft legislation forwarded to the provinces, there is a safeguard against any tax which would hinder interprovincial trade, but none specifically aimed at the more subtle discrimination that might arise if the provincial authority were to pass regulations to favor firms with head office within its own boundaries.

What Chances of Passing?

What are the chances of the legislation being approved?

As proposed at the federal-provincial talks, this tax amendment was coupled with another BNA Act amendment — the authority to shift responsibility for old-age pensions from provincial to federal hands.

In both cases, the Federal Government has apparently made it plain that it won't consider approving either amendment unless the request for approval by the provinces is unanimous.

To date, there is still considerable doubt whether the old-age pension amendment will get unanimous consent. If Quebec (or any other province) does not okay the present or final draft, then it's most likely the whole plan for universal old-age pensions will be deferred.

But the probability of the sales tax amendment being put though, on its own, is much greater.

Unless there is disagreement as to Ottawa's "terms," there is little likelihood of any province objecting to this sales tax amendment. What is expected to happen is that these proposed amendments will come before each of the provincial legislatures. Then, at a later date, another federal-provincial discussion will be held.

If that discussion reaches unanimity, then legislation embodying one or both amendments would go before the Federal Parliament. It would have to be approved by both the Commons and the Senate. Subsequently there would be an address from the throne to the UK Parliament. (Since this is a matter affecting provincial rights, this UK permission must still be obtained).

The 1936 Controversy

In 1936, when this matter was subject of high controversy in Canada, a proposed retail sales tax amendment to the BNA Act passed the Commons but was ousted by the Senate with Senator Meighen leading the debate in opposition.

Previous to that proposal, New Brunswick had attempted to impose a 2% tax on the gross sales of any firm or corporation whose shares were held or owned outside the province.

This was used by Mr. Meighen to demonstrate that the proposed amendment would strike "at the cornerstone of Confederation" by giving each province the right to erect virtual tariff walls against the products of others.

This is one of the objections currently being raised by retail and other business groups against the new proposals.

Another objection is that if the amendment is approved four or five individual taxes would then be levied on retail gods. These are listed as:

1. The 8% federal sales tax.
2. The new proposed 3% provincial tax.
3. Consumer taxes as now levied by provinces or municipalities.
4. Federal excise taxes.

The Chamber of Commerce urges the new tax as undesirable "at a time when any increased taxation should be devoted to defense"; as generally undesirable "because, being hidden, it does not make the public tax conscious but tends to leave the public careless of government expenditures."

It is also urged that the provinces which now collect open taxes on merchandise would keep them in addition to the hidden taxes they would be able to levy.

Leather Firms Watch U. S.

(Continued from page one)

Officials point out that unless such a move is made and these inflationary loopholes plugged, Washington's anticipated price freeze might not have the desired stabilizing effect on the Canadian hide market.

What Ottawa's move will be when and if Washington takes the expected action is anybody's guess. But one thing is certain no one in the industry would want controls clamped on hide exports to the U. S. market since this country is a net importer from there.

B. C. Aluminum Hopes Fading

(Continued from page one)

make no new contracts with these countries despite the fact that at that time the U. S. had still no export control on aluminum. Later we washed out even the existing contracts and in this the U. S. finally concurred.

These facts are drowned out by the political drum-beating going on in Washington.

The charge against Canada was made before the Celler Monopoly Investigating Committee of the House Of Representatives. It is expected to continue for several days, and representatives of Aluminum Co. of Canada are scheduled to testify next Monday.

The proposed B. C. project was denounced by various witnesses as the hearings got under way. Senator James Murray of Montana claimed the arrangements made by the U. S. to contract for aluminum in advance so that Arvida could be expanded in World War II was a "great mistake." He charged that World War II plants built in the U. S. were badly located; held American firms could supply needs quicker than Canada now; and that capital isn't available in sufficient amounts to finance the Canadian plan.

Look For It Here

Jan. 27, 1951

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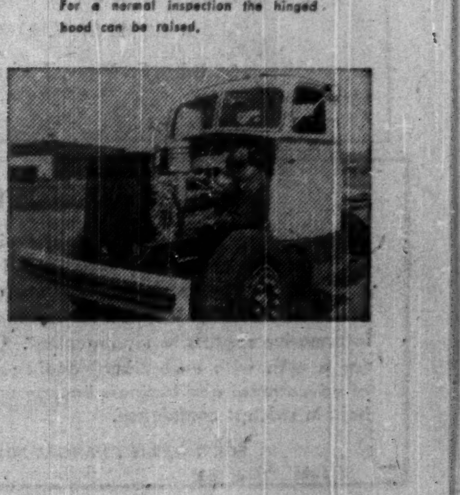

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INVESTMENTS THIS WEEK

Is Acadia-Atlantic Sugar Proposal Fair to Class A?

Is the proposed plan for changing the share capital of Acadia-Atlantic Sugar Refineries Ltd. fair to the present Class "A" shareholders? The question is being debated in financial circles following last week's announcement and calling meeting for its consideration (The Financial Post, Jan. 20).

(1) Present Class "A" shareholders, as a group, will be entitled to a maximum of $20,000 a year more from the net profit than under the present capital setup. This amount remains constant for any net profit available to the Class "A" and common holders in excess of $360,000 (the amount which will be required to meet fixed new Class "A" dividend requirements). They would receive this only if all earnings were paid out.

(2) On the basis of liquidating value and present equity value, the plan favors the present common shareholders at the expense of the Class "A".

(3) The plan will reverse the present proportionate voting power of the two groups. Under the present capital setup, the Class "A" have two thirds of the total votes and the common, one third. Under the proposal the present Class "A" would end with one third of the voting power and the present common with two thirds so long as the new Class "A" dividends were not in arrears. If the new Class "A" were in arrears, the present Class "A" would still be entitled only to four ninths of the voting power.

(4) The fixed preferential cumulative amount required to meet Class "A" dividends is increased from $200,000 to $360,000 or 80%.

(5) At present the Class "A" have an enforceable participating claim on residue profit each year which has to be paid to them (to the nearest 5c a share) in the following fiscal year. Under the proposal they have a claim on profits but through ownership of common stock on which dividends depend on directors' discretion.

Background of the Analysis

How are the above conclusions arrived at?

Out of the 1949 net profit of $883,480 less the $150,000 required for the 5% preferred dividends, the Class "A" are entitled to $344,493 and the common to $388,987 on the basis of the present capitalization. If the proposal is agreed to, the present "A" holders would be entitled to $364,493 and the present common to $368,987. Similar calculations for other profit figures establishes $20,000 as a constant difference between what the Class "A" will be entitled to and what they are now entitled to.

The equity available for the Class "A" and the common shareholders totaled $4,974,605 as at Dec. 31, 1949. In event of liquidation, the Class "A" shareholders would be entitled to $20 a present share or $4 million and the common shareholders to $974,605 of this equity. If the proposal is adopted the present Class "A" shareholders would be entitled to $3,316,404 of the equity at Dec. 31, 1949, and the present common shareholders to $1,658,202.

If the total equity were only $4 millions, under the present setup, the Class "A" shareholders would be entitled to the entire amount while if the plan is adopted they would be entitled to only $2,666,667 and the present common shareholders would be entitled to $1,333,333.

Similarly, if the total equity were $9 millions, under the existing capital setup the Class "A" shareholders would be entitled to $6 millions and the common to $3 millions whereas, if the proposed plan were adopted, the present Class "A" shareholders would be entitled to $5 millions and the present common to $4 millions.

Class "A" shareholders are now entitled to one vote a share or a total of 200,000 votes as against 100,000 total votes for the common shareholders, i.e. the Class "A" have twice as many votes as the common. Under the proposed setup they would still have 200,000 shares from the new common they receive but the present common would have a total of 400,000 votes — twice as many votes as the Class "A". This is just the reverse of the present position. The new Class "A" to be issued under the plan will be nonvoting except when the dividends are in arrears, but even if it were the voting power would go 400,000 total votes to present Class "A" holders and 500,000 to present common shareholders.

Briefly the proposal is to exchange the presently outstanding 200,000 Class "A" shares for 200,000 new class "A" shares and 200,000 new common shares and the presently outstanding 100,000 common shares for 100,000 new Class "A" shares and 400,000 new common shares. Basis is one new Class "A" and one new common for each present Class "A" and one new Class "A" and four new common for each present common.

Purpose of the change, according to President J. A. Gairdner, is to clarify and redefine the rights and privileges of the Class "A" and common shares in such a way as to effect a definite separation between the investment characteristics of the two classes of shares. In the opinion of directors such a clear separation will improve the marketability and value of the equity shares and should accordingly prove to be of benefit to both classes of shareholders.

A further purpose is to obtain the authorization of new Class "A" and common shares in addition to those proposed to become outstanding when the provisions of this bylaw become effective and thereby provide the company with the means to obtain additional capital if and when further issues may be found to be appropriate for its growth.

Shareholders will have to weigh carefully the advantages and disadvantages of the proposal in coming to their decision.

* * *

H. F. SEYMOUR

has been appointed a director, Greenshields Co. (Montreal).

Capital Expenditures In U. S. Seen Up 21% For 1951

Business in the United States is planning to expand at a record rate of $21.9 billions in 1951, according to a special survey of business plans made by U. S. Securities & Exchange Commission and the U. S. Department of Commerce. This is 21% higher than the estimated outlays for 1950 and about 14% higher than the peak outlays in 1948.

After allowing for increased prices of capital goods, the physical volume of outlays in 1951 is currently estimated at about 17% above actual expenditures in 1950. In view of the tight materials and manpower situation which will result from increasing defense expenditures, there is some question whether the 1951 plans will be fully realized in the year.

About two thirds of the planned increase in capital outlays for 1951 over 1950 is attributable to manufacturing companies. These companies expect to add $10.6 billions to their plant and equipment during 1951, an increase of $2.6 billions or 33% over 1950. Iron and steel companies plan to approximately double their outlays in 1951. The chemical industry also is planning substantial additions.

Railroads and mining companies plan to spend about 19% more in 1951 than in 1950, while transportation companies other than railroad plan to spend 44% more. Electric and gas utilities plan to spend about 7% more in 1951, while it is estimated that plans of commercial and other companies are for an 8% increase in spending in 1951.

The 1951 planned expenditures for major industry groups together with estimated outlays for the past several years, are as follows:

	1948	1949	1950†	1951‡	Change 1950-51 %
	(Millions of Dollars)				
Manufacturing	8,340	7,250	7,950	10,570	+33.0
Mining	800	740	690	820	+19.0
Railroads	1,320	1,350	1,140	1,360	+19.0
Other transport	700	520	430	620	+44.0
Electric & gas utilities	2,680	3,140	3,220	3,440	+7.0
Commercial & misc.	5,390	5,120	4,700	5,070	+8.0
Total	19,230	18,120	18,130	21,880	+21.0

†Estimates based on actual expenditures for the first nine months and anticipated expenditures for the last three months of the year.
‡Estimates based on anticipated capital expenditures of business.

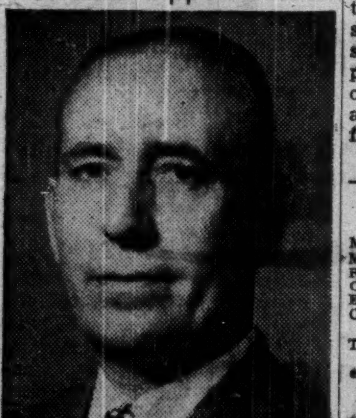
Expect Pref. Issue For B.C. Electric Co.

A new issue of preferred shares of British Columbia Electric Co. is expected to be offered shortly by a syndicate headed by Nesbitt, Thomson & Co., Wood, Gundy & Co. and Societe De Placements.

It will consist of $6 millions of $100 par 4¾% cumulative redeemable preferred shares and will be offered at par.

British Columbia Electric Co. is a subsidy of B. C. Power Corp. controlling, through its subsidiaries, the most extensive system of public utility services in Western Canada.

Coffield Appointment



WALTER RAWCLIFFE

The Directors of The Coffield Washer Company Limited, Hamilton, Ont., announce the appointment of Walter Rawcliffe as General Sales Manager. Mr. Rawcliffe brings to his position over 20 years experience in the merchandising of home laundry equipment.

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BOX 162, THE FINANCIAL POST, TORONTO

Lower St. Lawrence Issue To Finance Power Project

MONTREAL (Staff) — An issue of $1 million in 5% $20 par cumulative redeemable sinking fund preferred shares of Lower St. Lawrence Power is expected to be offered next week by Credit Interprovincial Ltd. at $20 a share. Only half the issue represents new financing, the balance having been purchased from a former shareholder.

The shares are redeemable, at the company's option, at par plus a premium of 4%. The annual sinking fund, to start in 1952, will consist of 10% of net earnings or $5,000, whichever is greater.

New Dam

Proceeds from the 25,000 shares constituting new financing will help pay for the company's projected new storage dam on a tributary of the Metis River, estimated to cost $500,000, and for distribution system extensions and additions and improvements to plant, expected to total about $400,000 in 1951. This storage reservoir, the prospectus states, will not increase the companys generating capacity in hp but will improve the utilization factor of its present hydro-electric power plants and permit a boost in production of kilowatt hours.

Lower St. Lawrence owns and operates two hydro-electric plants on the Metis River, with a total installed capacity of 15,600 hp, and a diesel power plant of 3,000 hp capacity at Rimouski. Area served includes a population of over 163,000.

Meters in service and power generated have both shown steady growth in the last 10 years, the former totaling 19,265 at Dec. 31, 1950, (7,957 Dec. 31, 1941) and the latter 47,816,000 kw hrs. in 1950 (16,823,000 in 1941). Due to growing requirements for power, it is stated, various alternatives for increasing the supply are being studied, apart from that to be made available from the storage dam.

JOHN BRYSON

has been appointed president and secretary-treasurer, Peacock Bros. (Montreal).

Net profits for the last 10 years have been as follows: 1941, $32,179; 1942, $35,682; 1943, $37,978; 1944, $89,676; 1945, $85,229; 1946, $93,452; 1947, $103,423; 1948, $161,716; 1949, $178,491; and 1950, $200,578.

Outstanding capitalization, after the present financing, will consist of $3,638,000 3¼%-3¾% first mortgage bonds; $810,000 4½% general mortgage bonds; $1,000,000 5% cumulative redeemable sinking fund preferred shares, par $20; and 80,000 no-par-value common shares.

Working capital at Dec. 31, 1950, totaled $471,551.

P. L. Robertson Mfg. Co. Plans Tax-Free Div'd

P. L. Robertson Manufacturing Co., Milton, Ont. plans to take advantage of Section 95 (A) of the Income Tax Act and capitalize its undistributed income. It then plans to distribute to the common shareholders a stock dividend in redeemable preferred shares, par $1, to borrow money to redeem these shares and to reimburse itself by the sale of 5% cumulative redeemable sinking fund preference shares, par $40.

A special general meeting of shareholders has been called for Jan. 29:

(a) To allow directors to extend the time during which holders of existing preferred may convert such shares into common shares.

(b) To increase authorized capital by $3 millions, divided into 2,000,000 cumulative redeemable 5% preference shares, par $1, and 25,000 cumulative redeemable sinking fund 5% preference shares, par $40.

(c) To pass a resolution requesting directors to elect to have the company assessed and to pay the 15% tax required under Section 95 (A) of the Income Tax Act.

Directors propose that the company be qualified as a private company under the provision of the Income Tax Act by acquisition of a majority of its common shares by a corporation to be formed by certain shareholders.

When so qualified, the company will elect to pay the 15% tax on its undistributed income of over $1,900,000 at Dec. 31, 1949, capitalize the balance, pay a stock dividend in the $1 par redeemable preference shares and redeem such stock in cash.

The company will borrow money to redeem the 5% preferred, par $1, and then will partly reimburse itself by the sale of the 25,000 5% preferred shares, par $40.

Directors have given informal consideration to the future dividend policy and it is expected the annual dividend to be declared in the aggregate on the new 5% preferred shares, par $40, and the common shares will approximately equal the aggregate amount paid on the presently outstanding preference shares and common shares during 1950, Secretary G. W. Mackenzie advises shareholders.

In view of the relatively short period between the giving of notice of redemption on the presently preference shares (Dec. 29, 1950) and up to two weeks before the date specified in such notice (by Jan. 15, 1951) during which holders might exercise their right of conversion, directors propose to authorize all conversions in the hands of the Toronto General Trusts Corp. at the opening of business on Jan. 29, 1951.

Canadian Tire Tax-Free Stock Div'd Planned

Canadian Tire Corp. is planning to take advantage of Section 95(A) of the Income Tax Act and capitalize its undistributed income.

A special general meeting of shareholders has been called for Feb. 5:

(a) To authorize creation of 120,000 5% cumulative redeemable sinking fund preference shares, par $20.

(b) To pass a resolution requesting directors to elect to have the company assessed and to pay the 15% tax required under Section 95(A).

While the company is not now qualified as a private company within the meaning of the legislation, it is expected this will be done shortly. It will then be entitled to make the election, pay the 15% tax, capitalize the balance of its undistributed income on hand at Dec. 31, 1949 and pay a stock dividend in redeemable preference shares, President J. W. Billes advises shareholders.

It is expected aggregate dividends to be paid on the new preference shares and the common shares will be approximately equal to the aggregate now paid out on the common shares.

Stock Yields Down at 5.26%

Average stock yield on 114 dividend-paying stocks on the Toronto Stock Exchange, as compiled by Moss, Lawson & Co. on prices of Jan. 22 was 5.26%, down 0.10 from the previous week. Current yield compares with 5.76% a month ago and 5.95% a year ago.

Common stocks declined 0.12 to 5.35% and compares with 5.76% a month ago and 6.31% last year. Preferred and "A" stocks were off 0.11 at 5.24% compared with 5.47% last month and 6.02% a year ago.

Yield on mining stocks declined 0.08 to 5.53%. This compares with 6.52% last month and 5.81% a year ago.

Bank stocks gained 0.01 at 3.68%. This group yielded 3.70% both one month and one year ago.

Gen. Products Undistr. Inc. Is Capitalized

General Products Mfg. Corp., London, Ont., has paid the special 15% tax required under Section 95(A) of the Income Tax Act, which permits the capitalization of undistributed income at Dec. 31, 1949, on payment of the tax, President A. S. Thompson advises shareholders.

This will permit the distribution to the shareholders at some future time of a tax free stock dividend in the form of preference shares. Until a final assessment is received from the income tax authorities, directors are unable to take further steps in regard to such distribution, Mr. Thompson says.

It would appear that earnings for 1950 will be at least equal to those of 1949 when the company earned $6.68 a share on the Class "A" shares, although financial statements will not be available for some weeks, Mr. Thompson says.

Following negotiations with Tube Investments, Ltd. of Birmingham, England (The Financial Post, Dec. 2, 1950), it was decided to be in the best interests of the company and of Standard Tube Co., subsidiary, to enter into a partnership arrangement with Tube Investments. Accordingly a minority interest in Standard Tube was disposed of.

With the technical knowledge, patent rights and similar "know how" which accrue to Standard Tube in the new connection, a bright future in the years ahead is envisioned in this business, Mr. Thompson says.

As another step in diversification, a portion of the proceeds of the above transaction has been invested in the common and ordinary shares of Supertest Petroleum Corp. for income and future growth, he says.

TOWNSHIP OF MERRITT BOARD OF EDUCATION $350,000 issue 4% debentures due Feb. 1, 1952-71, inclusive sold to Bankers Bond Corp. and Fairclough & Co. Proceeds for construction of new high school at Espanola, Ont.

This Woman Writes —

Once more I want to tell you how very much I enjoy your excellent paper with all its associated services. I read it from cover to cover and it is a "must" in my business life.

BUSINESS WOMAN, TORONTO

Quinze River Plant To Finish Mar. 31

MONTREAL (Staff)—Northern Quebec Power Co.'s 34,500 hp extension to its Quinze River power plant is expected to be in operation by the end of March at the latest, The Post is informed.

Last fall, it was thought that the new addition would be completed by the end of 1950 but numerous minor delays occurred, the company states, and the completion date was set forward. Now, all equipment needed to finish the job is on hand and the project is well on toward completion.

When finished, it will raise the total generating capacity of the company (which is a subsidiary of Canada Northern Power Corp.) to 84,500 hp. For some time now, Northern Quebec has been buying power from Quebec Hydro to augment its own supplies but, with the new unit, it's expected these purchases will be cut. How much will, of course, depend on to the extent that the company's peak load demands rise in the future.

In 1950, the company had its biggest year in its history, with power output climbing some 10% above 1949's 382,539,772 kw hrs. Currently, demand is "holding up well." As about 85% of the company's output is consumed by the mining operations of northwestern Quebec, its power sales depend largely on activity in this industry.

Alta. Distillers To Add To Market

Alberta Distillers Ltd. expects that its gin will be on the shelves of the British Columbia Liquor Control Board late in January or early in February. The gin was first introduced to the public through the Alberta Liquor Control Board late last year.

Shipments of the firm's Canadian whisky have already gone into export markets. Its export division is planning an aggressive merchandising campaign to broaden this phase of its operation, the company states.

When the company's line is complete, it will include Canadian whisky, London dry gin, Demarara rum, Highland whisky, liqueurs and industrial by-products.

To date the company's new plant represents an investment of more than $3,500,000 and a further building program is under way, it is stated.

Press Gas Search In Peace River

From Our Own Correspondent

VANCOUVER — Some of this continent's largest producing gas wells may be located in the Peace River area of Alberta, J. G. Godsoe, executive president of the British American Oil Company Limited, said during a visit here.

Mr. Godsoe was referring to his company's joint venture with Shell Oil of Canada in the northwestern part of Alberta near the B. C. border.

"The B.A. Shell Whitelaw No. 1 may be the biggest gasser on the continent, from present indications," he said. This well has also shown oil in the upper Pennsylvania level, but none in the lower Devonians.

Further drilling is going on in the area in the search for oil and more gas, he said.

Dom. Tar Expans'n Getting Under Way

MONTREAL (Staff) — Letting of the contract for construction of their new Montreal East plant has been announced by Dominion Tar & Chemical Co., and work is expected to get under way "almost immediately."

Contract was awarded to E. B. Badger & Sons Co., Boston, through their associated Canadian company, Stone & Webster (Canada) Ltd. Plans for this plant, which will produce ethylene glycol and ethylene oxide, were announced by the company last fall. It is expected to be about a two-year project.

Installation of substantial additional facilities for manufacturing phthalic anhydride, also announced last fall, are already under way and are expected to be completed in late 1951 or early 1952, it is stated.

60-Cycle Power In Toronto Soon

Sixty-cycle power will be made available to consumers in four districts of Toronto by next July and the whole changeover program for the province is being speeded up, Chairman Robert H. Saunders says.

The new policy will have two phases. In some towns and cities some 60-cycle power will be made available for distribution to factories and domestic consumers. The conversion work, especially in homes, will be spread out among several hundred electrical contractors and dealers.

Hitherto the Hydro Commission and one company has done all the conversion work. Wherever the dealers or contractors have the equipment, they will be invited to go ahead with the work. Where there is a shortage, the commission will assist the contractor or dealer in obtaining some.

The CNE and factories in the Strachan Ave. district will be on 60-cycle by next summer, Mr. Saunders says. The other three areas were not named by the Hydro chairman.

The Hydro Commission will maintain full jurisdiction over all the work done by smaller contractors and the conversion service will still be a free one to consumers, he reports.

The commission was aware that government controls might interfere with the program but thus far no shortages or hindrances could be seen.

St. Catharines will be first of the cities to adopt the changeover for domestic users, with electrical dealers taking the major responsibility. The conversion program will start on a three-weeks trial basis and will affect 15 domestic consumers.

A 60-cycle line is being made available to the St. Catharines Public Utilities Commission.

Money at Work

Money, like man, was made to work. Whether money is employed by investing it in Government Bonds or in sound Industrial Securities is a matter for the individual investor to decide.

If you have personal savings to invest, or are charged with the investment of funds for a business or institution, we invite you to consult us about the matter. Any recommendations we make are based upon known facts about each security and have due regard to safety of principal, regularity of income and ready marketability.

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CIC Holdings Mostly Canad'n

MONTREAL (Staff)—Increases in holdings of seven common and one class "A" stocks, decreases in holdings of seven common stocks and in bonds, plus elimination of five common and three preferred stocks, featured portfolio changes of Commonwealth International Corp. in the three months ended Dec. 31, 1950.

With the elimination of many American securities and substantial increases in Canadian holdings, the Fund's portfolio now chiefly consists of Canadian securities, it is stated. The five common stocks eliminated were: Famous Players, General Electric, Minnesota & Ontario Paper, Mueller Brass and Union Bag & Paper.

Net assets of the fund at Dec. 31 totaled $10,062,000, up 48% from $6,788,000 a year earlier. Dividends payable out of 1950 earnings amounted to 21c a share, against 19c in 1949. This increase, it is stated, corresponds with the published increase in 1950 dividend payments by Canadian companies in all industries over their 1949 dividends.

Actual changes in the portfolio from Oct. 1 to Dec. 31 were as follows:

COMMONWEALTH INTERNATIONAL

Stocks*	Shares Held at Dec. 31	Change
Abitibi	10,000	−1,500
Asbestos Corp.	10,000	+1,000
Bank of Montreal	1,000	+1,000
Bank of Nova Scotia	1,000	+1,000
Bank of Toronto	1,000	[illegible]
Brazilian Traction	[illegible]	[illegible]
Canadian Celanese	[illegible]	[illegible]
Do. [illegible]	[illegible]	[illegible]
C.P.R.	14,400	+2,400
Cons. Mining & Smelt.	[illegible]	[illegible]
Consol. Paper	12,000	[illegible]
Dom. Fdries. & Steel rights		[illegible]
Famous Players		−3,000
General Electric		[illegible]
International Metal A	[illegible]	[illegible]
Minn. & Ont. Paper		[illegible]
Mueller Brass		[illegible]
Noranda	[illegible]	[illegible]
Powell River	[illegible]	[illegible]
Royal Bank	[illegible]	[illegible]
Shaw. W. & P. 4% pf.		[illegible]
West. Grocers 7% pfd.		[illegible]
Winnipeg Electric		[illegible]
Union Bag & Paper		[illegible]
Bonds		
Anglo-Cdn. Oil 4%	[illegible]	[illegible]
Canada 3% 1960	[illegible]	[illegible]
Do. 3% 1962	[illegible]	[illegible]

*Stocks are common unless otherwise stated.

Percentage holdings in the various groups as at Dec. 31, 1950, were as follows:

COMMONWEALTH INTERNATIONAL

Holdings	% of total net assets	
Bonds, cash, etc.		5.20
Stocks & Convertible Debentures:		
Automotive	1.89	
Banks	1.75	
Base metals	12.58	
Construction	7.68	
Gold mining	3.81	
Heavy industry	8.49	
Merchandising	5.98	
Oils	6.71	
Public utilities	6.73	
Pulp & paper	20.66	
R'lroad & r'lr'd equip.	5.39	
Textiles	6.82	
Miscellaneous	5.31	94.80
		100.00

Resources of Canada Pays First Dividend

MONTREAL (Staff) — Resources of Canada Investment Fund Ltd. has announced declaration of its initial dividend—seven cents a share, payable Feb. 15 to shareholders of record Jan. 31.

Resources is a mutual-type investment fund formed last year to invest in securities of Canadian companies, with the emphasis on developing mineral, gas and petroleum industries of the country.

CHESTERFIELD
For Sale — $400.00
Genuine Red Leather
Down Cushions—Walnut Feet
Made to Order for Professional Office
May be seen by Appointment
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THE FINANCIAL POST, TORONTO

TELEVISION DISTRIBUTORS WANTED

Top-flight U. S. television company, about to manufacture receiving sets in Canada, requires one or several distributors in the Provinces of Ontario and Quebec.

Interested parties should be soundly established in the wholesale trade, and adequately financed.

Communicate in the first instance and in strictest confidence to

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Would like to contact firms with product that requires

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Have large warehouse space and office in Winnipeg. Can handle direct advertising and personnel.

BOX 131
THE FINANCIAL POST, TORONTO.

Big Test For Great Plains

A development program estimated to cost between $250,000 and $300,000 is being launched by Great Plains Development Co. of Canada on a block of approximately one million acres held by Seaboard Oil Co. of Delaware in the Wabishaw area of Alberta, according to an announcement of Lewis W. MacNaughton, president.

This ground is considered to have gas potentialities and two wells capable of producing gas are located on it. Great Plains has obligated itself to pay for drilling of a minimum of four wells and the testing of a well drilled but now suspended. The present operator is carrying forward this drilling program and at the end of 1950 had abandoned one test well drilled to the Devonian which found gas in the Cretaceous in non-commercial quantities.

As at Dec. 31, 1950, the company, apart from bank balances, had more than $9 millions in the form of readily realizable short-term securities in guaranteed deposits; the amounts disbursed to that date on land acquisition and pre-production expenditures were somewhat under $400,000. This expenditure covered all office and organization costs and the drilling and testing of the Barrhead, Battle Bend, Etter and Smoky Lake prospects.

Of the five wells drilled, the Barrhead test was successful and was completed as a six million cu.-ft.-per-day gas well in the Mississipian limestone. Battle Bend No. 1 is being drilled to the contracted depth but the final result is not regarded as promising. Through its drilling program, the company has acquired a total of 32,152 acres of leasehold net to its interest.

Young man to train as Junior Accountant in Audit Office of large industrial corporation, Sudbury District, must have Senior Matriculation and Bachelor of Commerce Degree. For interview apply through

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WANTED

$50,000 to $75,000 in bond and/or share capital to establish a modern commercial feed mixing plant in Nova Scotia.

Great demand for quality products, with service to cash trade.

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MANAGED INVESTMENT

Compton's Market Value Reaches New High Level

Reflecting the strong stock markets, the market value of the Compton Account increased by $1,200 in the month to Jan. 15. This brings it to a new high of $17,384.88, an increase of 73.8% from the original $10,000 value at Dec. 15, 1944. A month before, the expected annual income was increased to a new high of $983.45.

Compton's Manager Says:

In the month ended Jan. 15, there were no purchases or sales made for Compton's investment account.

The market value at Jan. 15 was at a new high level of $17,384.88. The $1,200 improvement in the value of Compton's securities during the month is a reflection of the strong market which prevailed throughout the period.

Indicating the strength of Canadian securities, the Toronto Stock Exchange Index of industrial stocks rose from 276.77 as at Dec. 15 to a high of 305.81 on Jan 15. (This figure has since been superseded by a new record of 311.50 on Jan. 17).

Following is the position of the account on Jan. 15:

	Book Value $	Market Value $	Prosp. Annual Income $
Bonds	1,154.10	1,097.25	33.00
Pref. stocks	4,639.50	4,341.25	264.50
Com. stocks	6,787.04	10,093.75	594.25
Mng. stocks	1,413.50	1,437.50	91.70
Cash	415.13	415.13	.....
Total	14,409.27	17,384.88	963.45

During the month ended Jan. 15, Compton received $182.06 dividend payments. After the monthly withdrawal of $55 made according to the management arrangement, $127.06 was added to the cash account which, on Jan. 15, stood at $415.13.

The Compton Account Now Stands

No. of Shares		Cost per sh. $	*Market per sh. $
	Common Stocks		
25	Abitibi	23	45¾
5	Aluminium Ltd.	49¼	104¾
10	Building Prod.	28⅜	31½
10	Can. & Dom. Sugar	22	23
30	Can. Packers B	30¼	34½
5	Can. Celanese	26¼	57½
5	Can. Industries	19¾	36
10	Can. Pacific Rlwy.	13¼	24¾
25	Cockshutt Plow	12⅛	27
20	Consol. Litho.	17¼	32
5	Consol. Smelters	85	130
25	Gypsum, Lime & A.	15⅝	23¾
15	John Labatt	20	19½
20	Montreal Locomotive	18	18
15	Nat. Steel Car	19¾	29
10	Powell River	43¾	64¾
20	Simpsons A	26½	37⅛
20	Walker-Gooderham	26¾	54¾
	Preferred Stocks		
30	Can. Wire. Box A	23¾	27
25	Eddy Paper Co. A $1	22	20¼
5	Dom. Glass	35¼	35
50	McCabe Grain A	11	11
25	Riverside Silk A	32½	28
10	Nat. Breweries	42⅛	37
30	D. Stuart Oil	16¼	18
120	York Knit. Mills A	7¾	5¾
	Mining Stocks		
100	Teck-Hughes	3.90	2.50
5	McIntyre	64½	60½
15	Kerr-Addison	16¼	19
10	Hudson Bay	45¾	60
	Bonds		
$1,100	Can., 3% 1959/62	104.92	99¾
	Cash		$415.13
	Curr. Market Value of Fund		$17,384.88
	Prospective Annual Income		$983.45
	Aver. Yield on Original $10,000		9.83%

*Bid price Jan. 15, 1951.

Inter. Metal Ind. Control is Sold Earns $10 a Share

The controlling interest in the Class B common stock of International Metal Industries Ltd. has been sold by President H. W. Knight to the holders of the minority interest, Mr. Knight tells The Financial Post.

Purchasers are G. G. Gabrielson, New York City and Victor Mauck, Conshohocken, Pa., U.S.A. They are both directors of the company and members of its executive committee.

All of the outstanding 50,000 Class B shares (which are the voting shares), except directors' qualifying shares, will now be owned by Mr. Gabrielson and Mr. Mauck. There will be no change in directors as a result of the transactions, Mr. Knight says.

International Metal Industries will show earnings of about $10 a share on the combined Class A and Class B common shares for 1950, Mr. Knight says. This compares with earnings of $5.28 on the combined Class A and Class B shares for 1949.

International Metal Industries is a holding company, controlling subsidiaries operating in Canada and the United States. Products include a wide range of sheet metal products, Fess domestic oil burners, commercial oil heating equipment and a complete line of oil trade equipment.

A. R. WRIGHT

has been appointed a director, Greenshields Co. (Montreal).

Three Trustees To Vote 48% of Aluminium Stock

MONTREAL (Staff)—A group of three trustees has been given the voting power for approximately 48% of all the outstanding common shares of Aluminium Ltd.

The setting up of the three-man voting trust was announced last week under a U. S. District Court judgment which divulged the terms under which certain Aluminum Co. of America shareholders must dispose of their substantial holdings in Aluminium Ltd., the Canadian company which owns Aluminum Co. of Canada.

The three trustees are Donald K. David, dean of Harvard Graduate School of Business Administration; John L. Sullivan, former U. S. Secretary of the Navy; and Chemical Bank & Trust Co., New York, whose nominee will be N. Baxter Jackson (its president). The Court judgment requires that the shareholders affected vote their shares at the annual meeting in April for a slate which will include David, Sullivan and Jackson.

Dispose of Shares

Aluminium Ltd. wasn't directly involved in the case (U. S. A. vs. Aluminum Co. of America et al) but co-defendants along with Alcoa were several of Aluminium's biggest shareholders. These included Arthur V. Davis, Edward K. Davis, Roy Hunt and several members of the Mellon family, and under a court ruling in June, they were instructed to dispose of their holdings in either one company or the other. All but Edward K. Davis, retired president of Aluminium Ltd., have decided to dispose of their Aluminium shares. (Even though he is keeping his Aluminium shares, Mr. E. K. Davis' holdings will be voted by the trustees).

The Court has given them 10 years in which to dispose of their holdings, during which period (until the shares are sold) the voting rights will be exercised by the three trustees. This order affects 1,292,175 shares of the 3,722,050 outstanding common.

In addition, the trustees will exercise the voting rights for 524,195 more shares belonging to certain other holders including Doris Duke and the Mellon children's trusts, even though those holders weren't defendants and weren't required to dispose of their shares.

Purpose of the order is to remove any possibility of common control of Aluminium Ltd. and Alcoa by the principal shareholders of Alcoa. The large interest held in the Canadian company was a potential danger to competition in the industry, the U. S. Court ruled.

Aluminium Ltd. was formed originally in 1928 to take over Alcoa stock holdings in 30 companies operating outside the U. S. Alcoa got all the Canadian concern's common stock in return, parceled it out to its shareholders immediately on the basis of one Aluminium share for each three Alcoa shares held. Gradually the number of shares held jointly dropped through sales and deaths.

Long Litigation

The judgment follows more than a dozen years of litigation between Alcoa and the U. S. Government. The latter sought to have Alcoa itself broken up on the grounds that it was a monopoly, but the Court this spring refused to order a break-up on the grounds that the company's share of total U. S. aluminum business had dropped to 55%. However, it did order joint shareholders to divest themselves of their holdings in one company or the other.

The terms of the divestiture order should make the separation of any common share control pretty effective, according to observers here. Those forced to dispose of the shares must have the transactions approved by the Government-appointed trustees if the number being disposed of exceeds 5,000. Whether the present management will be affected isn't known, but no changes are indicated at the moment.

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Brown Co. Net Best in Years

MONTREAL (Staff) — Brown Co. and its wholly-owned subsidiary, Brown Corp. showed the highest net profit since 1920 and the highest net sales in the companies' history in the fiscal year ended Nov. 30, 1950, President Laurence F. Whittemore announced this week.

Net sales totaled $53,102,000, and net profits, after deducting $2,975,000 U. S. and Canadian income and excess profits taxes, amounted to $4,021,000, equal to $1.58 per common share. Sales were $9.8 millions or 22.7% greater than in the 1949 fiscal year despite lower average sales prices. Physical volume was 25.7% higher.

Mr. Whittemore noted that the tax provision included U. S. excess profits taxes retroactive to July 1, 1950. The $4 millions net profit figure also was after deduction of the non-recurring $601,829 expense in connection with the refinancing last fall of the company's funded debt.

Consolidated net profit in the 1949 fiscal year was $1,091,710 ($3,936,278 the previous year), equal to 11 cents ($1.54) on the common.

Announcement of a new plan to eliminate arrears on the Brown Co. preferred stock is expected shortly. According to rumors in investment circles, the plan has been approved by the S.E.C. and the tax department in the U. S. and that the go-ahead for release of the plan will come with approval by Ottawa tax authorities.

Can. Breweries Salaries Shown

E. P. Taylor, chairman of the board and of the executive committee of Canadian Breweries Ltd. received $72,000 from the company and its subsidiaries during the fiscal year ended Oct. 31, 1950, the same as in the previous year, the proxy statement accompanying a notice of the annual meeting on Feb. 5 shows.

Canadian Breweries is listed on the New York Stock Exchange and so has to send shareholders a proxy statement giving salary data.

George M. Black, Jr., president, received a total of $56,000 in the fiscal year—$15,000 more than in the previous fiscal year.

H. A. Taylor, executive vice-president, received $51,000 in the fiscal year.

All directors and officers as a group received a total of $426,400 of which $134,800 was from bonuses and shares in profits.

Nominees for directors are the present directors. They and their shareholdings are as follows:

Name:	Com. Shs. Owned Directly or Indirectly as of Dec. 1, 1950
E. P. Taylor	*12,500
Robert Fleming	365
M. W. McCutcheon	*1,595
Charles F. W. Burns	1,101
J. A. Bohannon	†15,001
D. C. Betts	1,613
J. Innes Carling	386
W. Fraser Hadley	▲1,501
Hon. Wilfrid Gagnon	640
R. S. Caverhill	1,001
W. Eric Phillips	*1,725
Loring L. Gelbach	1
George M. Black, Jr.	500
H. A. Taylor	3,000
John A. McDougald	1,001

*Messrs. Taylor, Phillips and McCutcheon are directors and officers of Argus Corp., which, as of Dec. 1, 1950, was the owner of 330,000 of the common shares.

†7,500 of these shares are held by Guaranty Trust Co. of New York as trustee under Trust Indenture dated May 26, 1945, in a portion of the corpus of which trust Mr. Bohannon has a contingent remainder and possibility of reverter upon the happening of certain contingencies. In addition, Mr. Bohannon, has record but not beneficial ownership of one share.

▲1,001 of these shares are held outright and the remainder in trust, in which Col. Hadley has a present interest in the income.

The James Morrison Brass Mfg. Co. Limited announces the appointment of G. R. Gardner as Vice-President and General Manager succeeding T. H. McLaren who is retiring after many years of service with company.

Mr. Gardner, though still a young man, qualifies for this present position through experience, having been with the company for more than thirty years.

Although Mr. McLaren is retiring from active participation in the management of the company his services will be available to the Morrison Brass Company in an advisory capacity.

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$3.5 Million Expansion Plan By N. W. Utilities

From Our Own Correspondent

EDMONTON — Estimated $3.5 millions capital works program by Northwestern Utilities Ltd. this year has been announced here by D. K. Yorath, general manager of the gas company.

The program covers a 13-well drilling project for the Viking-Kinsella gas field and a start on construction of a fourth main transmission line to Edmonton.

In addition, the company will spend more than $2 million in operating and maintaining its present system, which serves 42,672 customers, including 33,174 in Edmonton.

Last year 5,600 new customers were added to the system and plans this year are to add another 4,600.

The capital program provides $1.1 million to start the fourth transmission line to Edmonton. This year 35 miles of 16-inch pipe will be laid from the field to a point between Ryley and Tofield.

The company will lay 20.6 miles of field gathering lines to connect the 13 wells and extend the present gathering system.

Yorath said $192,000 will be spent on 13.4 miles of transmission lines of varying sizes to serve Namao airport, Edmonton, and from the airport to St. Albert, which granted the company a franchise last year.

The company will continue to supplement its own natural gas supplies from Imperial Oil's conservation plant at Devon.

Brazilian Trac. Gets New Loan

Brazilian Traction, Light & Power Co. is borrowing a further $15 millions from the International Bank For Reconstruction & Development. This in addition to the $75 millions already arranged.

The additional amount will assist in the financing expansion of Sao Paulo and Rio de Janeiro hydro-electric system. Since the original loan was made the continued rapid rate of the industrial expansion of the area has necessitated plans for still further enlargements of the company's facilities in order to keep pace with projected demand for electric power. The original loan was being used to finance the foreign exchange costs of a four to five year expansion of the company's operating subsidiaries in the above areas.

It is expected that more than $12 millions of the additional loan will be used for the purchase of equipment in Canada. The local currency expenditures will be financed out of the company's own resources.

The $15 million second installment of the loan, which is guaranteed by Brazil, is for 25 years at 4¼%, including a 1% commission. Amortization of principal begins July 1, 1955, to retire the loan by maturity.

The I.B. will receive collateral trust bonds of Brazilian Traction secured by the pledge of debentures of the principal operating subsidiaries and by a floating charge on the assets of the company. The collateral trust bonds will be guaranteed by Brazil.

In the loan and guarantee agreements, two important changes have been made which affect the original installment as well as the new installment. These are:

(1) The bonds to be delivered by the borrower are to be serial bonds instead of sinking fund bonds.

(2) These bonds may be requested by the bank bearing interest at any rate up to the full rate of interest (including the statutory 1% commission) rather than on the net rate of interest.

These changes were made at the request of the Bank in order to facilitate sales of bonds and to make the contractual arrangements conform in these respects to recent modifications in the Bank's loan regulations.

United Steel Sells Subsid.

United Steel Corp., Toronto, has sold its entire interest in its formerly wholly-owned subsidiary, F. H. Hopkins & Co., Monteal.

That is revealed in the prospectus on the offering of 35,000 common shares of Watson Jack & Co. which now owns 1,200 shares or about 81% of the outstanding 1,480 shares of F. H. Hopkins & Co. The minority interest is held by persons closely identified with Hopkins' management, it is stated.

Cost of the shares to Watson Jack & Co. was $117,250 for 700 shares and $83,750 for 500 shares, a total of $201,000. The pro forma balance sheet shows a capital surplus of $21,317.10, representing the excess of the book value of these shares over the purchase price. It also shows the minority interest at its book value of $51,873.99.

QUEBEC LABRADOR DEVELOPMENT CO. has received payment for 50,000 shares at 18 cents a share under agreement with Clair Agency. Balance of the current installment comprising 50,000 shares at 18 cents has been extended to Feb 18 and a similar extension has been granted on each subsequent installment. Issued capital is 3,341,671 shares, leaving 1,658,329 shares in treasury.

LAURENTIDE ACCEPTANCE CORP. shares have been approved for listing on the Montreal Stock Exchange and were called for trading Jan. 15. Listing covers a total of 40,000 n.p.v. class "A", and 100,000 n.p.v. class "B", shares.

U. S. Interest Rate To Stay 2½% on Longs

An answer to the question of what was going to happen interest rates in the United States was seen in a speech last week by Secretary of Treasury John W. Snyder.

The 2½% interest rate for financing long term U. S. government debt will remain unchanged. Any increase would upset the securities markets at a time when the United States has a "heavy mobilization program to finance," he said.

Even more definite was Mr. Snyder's statement that: "In the firm belief, after long consideration, that the 2½% long term rate is fair to the investor, and that market stability is essential, the Treasury Department has concluded, after a joint conference with President Truman and Chairman McCabe of the Federal Reserve Board, that the refunding and new money issues will be financed within the pattern of that rate."

Any further advances in interest rates in short term U. S. government securities would be opposed by the U. S. Treasury, Mr. Snyder intimated. The Federal Reserve Board has been advocating such changes as a means of fighting inflation. A rebuke to the F.R.B. was seen in Mr. Snyder's statement that "the delusion that fractional changes in interest rates can be effective in fighting inflation must be dispelled from our minds."

A possibility of a public controversy over this policy is seen in U. S. financial circles as it conflicts with the opinion in private financial circles.

T. S. E. Short Interest Up

Semimonthly short position report of the Toronto Stock Exchange shows the aggregate short positions, eliminating odd lots, on the books of member firms at 293,720 shares of 133 issues, compared with 241,640 shares of 120 issues on Dec. 30, 1950.

Largest net changes from the previous compilation in individual mining stocks were:

Stock	Change	Stock	Change
Nicholson	+10,500	Mal Gldflds.	+5,700
Eureka	—9,200	Acad. Uran.	—5,500
Queenston	+9,000	Negus	+4,700
		Osisko	+4,100

Largest net changes in individual industrial issues were:

Stock	Change	Stock	Change
Imperial Oil	+1,000	Can. Marconi	+500
Inter. Nickel	+500	Can. Brew.	—490
		B.C. For. Prd.	—400

Here is the complete short position:

Stock	Shares	Stock	Shares
Abitibi	1,520	Kelore	1,000
Acadia-Uran.	500	Kenville	1,000
Algoma Steel	100	Kerr-Addison	1,100
Anacon	2,600	Kirkland Lake	500
Anglo-Huron.	200	Labrador	4,000
Argus	600	Lake Lingman	2,000
Ascot	23,800	Lake-Osu	1,000
Atlantic Oil	800	L. Long Lac	1,000
Aumaque	1,000	Macassa	200
Aunor	1,000	MacFie	5,500
Barnat	1,800	Mackeno	800
Base Metals	5,500	MacLeod	300
Bevcourt	1,000	Madsen R. L.	3,800
Bralorne	400	Malartic G. F.	6,200
B. C. Forest	700	Massey-Harris	1,400
Brown Co.	200	Mid-Cont.	18,000
Buffalo Ank.	200	M. & O. Paper	50
Calgary & Ed.	1,200	Natl. Pete.	15,100
Can. Cement	150	Negus	4,700
Can. Packers B	100	N. Brit. Dom.	1,500
Can. S S. Lines	50	N. Calumet	800
Cdn. Brew.	1,700	Newlund	25,100
Cdn. Car	25	N. Norzone	500
Cdn. Celanese	75	Nicholson	11,500
Cdn. Marconi	700	Nisto	2,000
CPR	150	North Denison	1,000
Cdn. Vickers	1,000	Ogama Rock.	2,000
Chem. Research	400	Oil Select.	2,500
Chesterville	2,500	Okalta	2,100
Citra-Lartic	1,000	Orange Crush	600
Cobalt Lode	1,000	Osisko	20,200
Cochenour	1,100	Pacific Pete.	100
Cockshutt Plow	100	Paymaster	5,500
Com'w'th Pete	400	Pend Oreille	900
Cons. Paper	150	Petrol O. & G.	500
Sons. Smelters	370	Pickle Crow	1,100
Corby B	25	Porc. Reef	1,200
Del Rio	1,100	Preston	850
Detta RL	1,100	Price Bros.	75
Dist.-Seagrams	400	Que. Manitou	3,300
Dome	100	Queenston	14,500
Dom. Magnes.	100	Quemont	250
Dom. Steel B	150	Redwater-Pic.	500
East Malartic	1,600	Royalite	300
East Sullivan	800	San Antonio	200
Eureka	5,600	Sherritt G.	11,900
Falconbridge	1,000	Silanco	1,500
Fed. Pete.	1,300	Silver-Miller	2,500
Ford A	550	Stand. Chem.	400
Frobisher	500	Starratt Olsen	2,500
Garrison Oils	300	Steep Rock	7,600
Giant Yk.	1,300	Sullivan	300
Golden Man.	5,000	Teck-Hughes	2,600
Goldora	4,000	Torbrit	700
Gt. Lakes Pap.	325	Trans. T. V.	500
Gypsum	100	Union Gas	100
Hard Rock	1,000	Un. Asbestos	500
Hollinger	100	United Keno	550
Home Oil	100	Upper Can.	1,500
Homer Yk.	1,000	Villbona	2,000
Hudson Bay	75	Waite Amulet	350
Imperial Oil	2,200	Walkers G & W	650
Int. Nickel	600	Windward	900
Int. Paper	1,055	Wpg. Electric	375
Jaculet	500	Wright-Harg.	500
Joliet-Que.	2,000	Yk. Bear	100
Kayrand	1,000		
		TOTAL	293,720

NEW FORMAQUE MINES has secured "some very interesting good grade occurrences of both copper and zinc" on its property four miles northeast of Amos in structural conditions similar to those adjoining Barraute twp., company reports.

Abitibi to Join Alaska Pine in B.C.

Further details of the plans of Abitibi Power & Paper Co. for its new British Columbia operation were revealed last week.

Its acquisition of the British Columbia Pulp & Paper Co.'s common stock was the first of a series of steps toward merging of that company with the Alaska Pine group of companies. These will ultimately be owned equally by Abitibi and Koerner interests of Vancouver.

It is now proposed that B. C. Pulp acquire from the Koerner interests all the Alaska Pine group of companies. This would be financed through a bond issue, preparatory appraisal and accounting studies for which are now said to be under way.

It is expected that B. C. Pulp will be able to do this financing privately. Abitibi will sell the Koerner interest 50% of the B. C. Pulp common stock and will finance the cost of its 50% from its own resources and possibly from the proceeds of further financing.

After the merger, B. C. Pulp's name will be changed to Alaska Pine & Cellulose Ltd. with Abitibi and the Koerner interests equally represented on the Board. D. W. Ambridge, president and general manager of Abitibi will be chairman of the board of this company.

Price Br. Plans New 60,000 hp Hydro Plant

MONTREAL (Staff) — A proposal by Price Bros. & Co. to build a $10 millions, 60,000 hp hydro-electric development on the Shipshaw River will probably be placed before the Quebec Legislature at the session which started Wednesday, Premier Duplessis announces.

The plan is now under study by the Department of Hydraulic Resources, says the Premier. Price Bros. already has two developments on the Shipshaw—a 17,740 hp plant at Chutes aux Galets and 10,600 hp at Murdoch Falls—and an undeveloped power site at Willson Falls on the same river. The plan now being considered, however, is understood to involve a site further up the river.

In addition to the power it gets from its own plants (a total of over 70,000 hp capacity) the company has been purchasing power from Saguenay Power Co. It's understood Price Bros. would like to be able to cut down on the amount of purchased power and also to have available further power to take care of any new expansion.

Premier Duplessis said of the proposed power development that he had explained to the company the importance to Rimouski of rebuilding the company's lumber mill, destroyed in last May's disastrous fire. The company has been operating a temporary mill at Rimouski in the interval.

Honeywell To Sell New Heater Control

Minneapolis-Honeywell Regulator Co., Leaside, Ont., announces its parent company in the U. S. has bought the Domestic Thermostat Co. Domestic Thermostat will become Honeywell's appliance control division.

Domestic Thermostat has been in business 15 years in the U. S. and was primarily a maker of controls for automatic gas hot-water heaters. Its present hot-water heater controls will continue to be sold but it is planned to market a new fully-automatic control for smaller floor space and wall heaters, after field testing.

CANADIAN FOREIGN INVESTMENT CORP. common stock presently outstanding consists of 73,416 no par value shares, out of 75,000 authorized.

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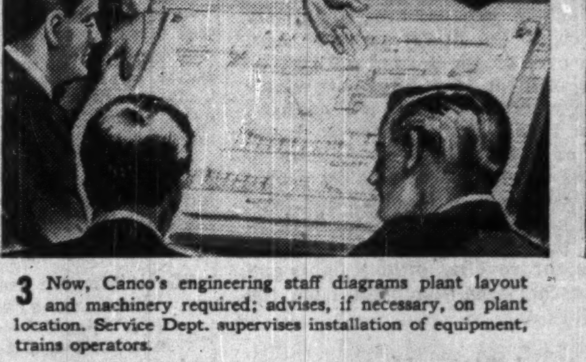
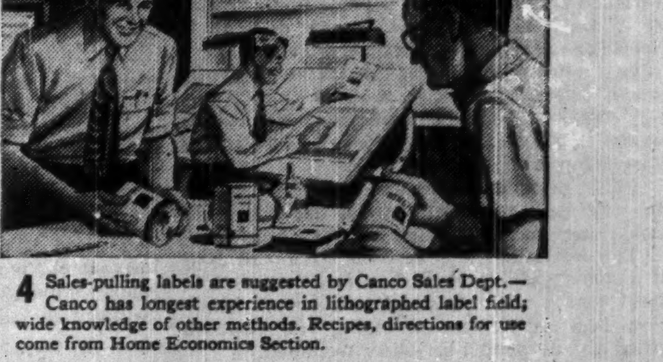
BOX 160
THE FINANCIAL POST, TORONTO

How to get an idea into a market-basket!

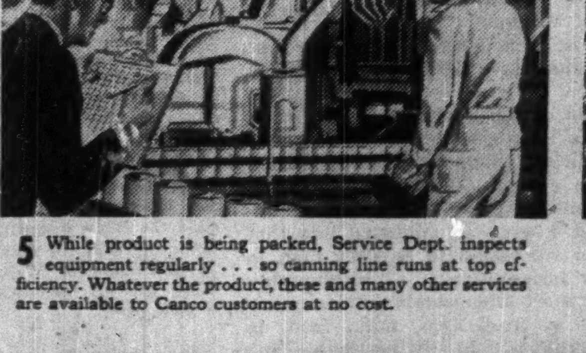
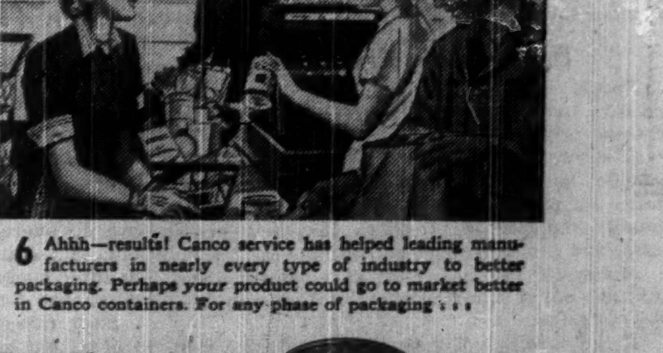
1 Brainwave! Executive has inspiration for new food product! BUT . . . how to get it to Mrs. Consumer . . . at a profit? What kind of package? What kind of processing? Will the public "eat it up"? For the answers, he calls in CANCO!

2 From vast packaging experience, Canco has the "yes" or "no" to consumer acceptance. Canco researchers study the product to find (a) whether it suits a metal container (b) which kind of can is best for the job (c) what is the best formula for the product.

3 Now, Canco's engineering staff diagrams plant layout and machinery required; advises, if necessary, on plant location. Service Dept. supervises installation of equipment, trains operators.

4 Sales-pulling labels are suggested by Canco Sales Dept.—Canco has longest experience in lithographed label field; wide knowledge of other methods. Recipes, directions for use come from Home Economics Section.

5 While product is being packed, Service Dept. inspects equipment regularly . . . so canning line runs at top efficiency. Whatever the product, these and many other services are available to Canco customers at no cost.

6 Ahhh—results! Canco service has helped leading manufacturers in nearly every type of industry to better packaging. Perhaps *your* product could go to market better in Canco containers. For any phase of packaging . . .

AMERICAN CAN COMPANY CALL CANCO FIRST

Canco supplies the added services that mean more profitable packaging

KENTVILLE • MONTREAL • TORONTO • HAMILTON • WINNIPEG • VANCOUVER

The Editorial Page

Turn This Down Hard

So that we could make new food deals with the British Government in peacetime, Agriculture Minister Gardiner, in Toronto last week, suggested that we might have to amend the BNA Act. If Mr. Gardiner does bring such a proposal before Parliament, it should be turned down hard.

Any enthusiasm there might once have been for this state trading business, must surely have been quenched by our disastrous experience with the British wheat agreement. Ottawa would be well advised to leave the selling of foods and all other commodities to the regular and experienced trade. To do otherwise is to risk large sums of the taxpayers' money and to discourage any hope of returning to multilateral or free international trade so vital to Canada's future prosperity.

Mr. Gardiner, of course, did not go into details of what would most certainly happen if the BNA Act were revised, and if Ottawa did guarantee to deliver all sorts of food to Great Britain in peacetime. It would mean not only price control for every single product in Canada, but eventually it would mean rigid government control over production and distribution as well. Instead of the individual farmer deciding what he would grow, and where and when he would sell, a board at Ottawa would do all that deciding for him. The temporary or emergency control exercised by the Government during the war would be extended and be made permanent.

Mr. Gardiner merely mentioned that to enter into food agreements with Great Britain, the Canadian Government would have to have the power to enforce deliveries. No government, federal or provincial, he said, under our constitution had that power now and we can thank our lucky stars that none have. No government in any democracy should have that power and certainly not in peacetime.

To enforce deliveries so as to be able to export agreed upon quantities to the British Government, Ottawa would have to step in as it did with cheese, bacon and eggs during wartime and divert from the domestic or any other market a large part, or perhaps at times, all of our total production. Until the contract was filled no other agency would be permitted to buy and other outside customers would have to wait. The domestic market, of course, would only get the leavings, provided there were any, and because the Canadian Government would be by long odds the biggest buyer, and for long periods the only buyer, what it paid—or really what the British Government had agreed to pay—would set the prevailing price. From the point of urging farmers to grow this or that commodity which the Canadian Government had pledged itself to deliver, it would only be a little while until Canadian farmers were being told what they could or could not grow.

Canadian farmers will be a good deal less shrewd than we know they are if they step into a mess like that.

The Machine Tools of "Know How"

The President of the United States is one of the busiest men in the world today. Up at 6 o'clock in the morning, he spends his days in vital conferences and his evenings studying papers and reports, signing endless documents. He cannot find time to attend public dinners, but last week he made an exception. He took time to attend the dinner of the Society of Business Magazine Editors and make a presentation to Paul Wooton, one of the deans of business journalism in the United States.

In making the presentation, Mr. Truman paid tribute to the industrial and merchandizing newspapers and magazines for their constructive handling of business news and their practical transmission of better and more efficient ways of doing things. He welcomed their criticism, which the President said he found valuable. "We are faced today," he said, "with aggression; we are faced with inflation. The business press can help us to meet both."

If books are the machine tools of education, business periodicals are the machine tools of industrial "know-how." They are not published for entertainment or for political controversy. They are published to interpret and analyze the news in its true significance to important fields in the national economy; to describe improved technical and management methods. They help to reduce the cost of doing business; to increase the productivity of every worker and every element in industry, trade, the professions and the service occupations.

They give benefit to all; directly to management and labor, indirectly to the consumer.

With the free nations gearing for the greatest total productive effort in history; for industrial output beyond anything ever achieved even in wartime, efficiency is more than ever essential. Efficiency must be based upon knowledge of how to do every job more quickly and with least waste of material or time.

The business newspapers and magazines will be the chief instruments in spreading and diffusing such information. It is because President Truman recognized that fact, and wanted the people generally to know the vital importance of the business press, that he broke his rule against public dinner appearances, attended the business editors' mobilization dinner and presented the Silver Quill Award of the National Business Publishers Association to Paul Wooton.

Slander Abroad

What are we going to do about these Canadian Communists who, when they travel abroad, say things about us that no audience would listen to at home?

We have an example in John Boyd, alias Ivan Boychuck, a leading Toronto Communist who, when overseas, sets himself up a spokesman for some Canadians of mid-European birth or extraction.

Recently Boyd was in Warsaw attending the Red-run "Peace" Congress. He later made a pilgrimage to Moscow. A Polish newspaper quoted Boyd as having some weird and woeful views of Canadian affairs.

Dealing with our special Korea force, Boyd is quoted as saying that it is made up of "social scum" and "deluded youths." Peace "defenders" (meaning Communists) persuaded 3,000 soldiers —Boyd calls them "candidates for MacArthur's cannon fodder"—to escape from military training camps. During embarkation, he claims another 2,000 escaped, leaving only 5,000 in the Korean force.

Later, after he got back home and long after the interview was well spread around, Boyd took refuge in the familiar "I was misquoted."

The explosion in a Toronto Ukrainian Hall of a homemade bomb with a few scratches to those nearby was magnified in the Boyd interview into an incident involving two children killed and 12 people seriously wounded.

Boyd is not unique; he's typical of the twisted mentality of Communist leaders.

Why should the Canadian Government continue to issue passports to people whose main interest in foreign travel is the opportunity it provides for slandering Canada?

Profits Are Essential

People who condemn the "big" profits of industry overlook a vital point—the use made of these profits.

A successful industry, that will continue to provide large scale employment, cannot be static. Its plant and equipment must be continually replaced, its research into new processes and products must be continuous.

Money for this important development does not come out of thin air but out of an accumulation of profits.

If the earnings of a particular industry are not sufficient for its own expansion, it must obtain investment—or accumulated profits—from other sources. But if it is not making a profit that will ensure a reasonable return, the investment will not be forthcoming. And for many years both in Canada and the United States the rate of investment has been inadequate.

Benjamin Fairless, president of United States Steel, has put the matter with unmistakable clarity:

> "Now in spite of all we read in the papers about the 'enormous' profits of industry these days, the fact remains that industrial earnings, generally, are not large enough today — and have not been large enough at any time in the past 20 years — to do the job that a profit is supposed to do: that is, to attract the equity capital necessary to finance the expansion that our nation has demanded of us.
>
> "You have only to look at the Government's records — the records of the Department of Commerce and of the Securities Exchange Commission — to find the conclusive proof of that statement. You will find, in fact, that for many years now, the sale of new stock issues has contributed only a tiny fraction of the total capital that American industry has had to invest in new and enlarged facilities."

Profits in industry are carefully planned by intelligent management for industrial expansion. USS itself plowed back into the business more of its 1949 earnings than it paid in dividends. Industry in general did the same. From such "profits" come greater production, more jobs. The welfare of labor, management and capital rests on them.

Building Better Canadians

The Canadian Citizenship Council is seeking to raise $75,000 to meet this year's operations. It is a small price to ask for the big and [illegible]al work the council is attempting. All its energies are devoted to developing a healthy Canadianism among the citizens of this country both native-born and otherwise.

The CCC does not operate with much public fanfare, nor does it make any public appeal for funds. The current campaign, as in previous years, is directed to a selected number of corporations and individuals. Perhaps few persons realize that the Council has been performing a key service for over ten years. Its national headquarters are at Ottawa with branches in all the larger cities. As stated in its annual report last year its objectives are to develop in all citizens:

A constantly growing appreciation of the meaning and implications of democracy as a way of life;

A better understanding of the nature, privileges and obligations of citizenship;

An appreciation of our cultural and social heritage;

A mature pride in Canada.

These objectives the CCC seeks to carry out through the distribution of books, pamphlets, films, etc., to schools and other educational groups, and through co-operation with government and other agencies. Officers of the Council are well-known Canadian citizens. Co-chairmen are General H. D. G. Crerar and Andre Taschereau, K.C.

Blind Drivers

Car manufacturers have gone to special pains and considerable expense to give the motorist the greatest visibility of the road ahead and behind. Not only have they provided larger windows, but they have made these of clear, strong, shatterproof glass.

All these safety efforts are completely wasted, however, if the driver permits these windows to fog over or get covered with ice or snow. Yet many of them do, as any short winter drive almost anywhere in Canada will confirm.

Rather than take a few seconds to brush away snow or mist, or wait a few minutes to permit defrosters to work, these reckless people will get out on the street or highway and hope that others will keep out of their path. In driving blind like this they are just as great a menace as the night traveller without lights and they should get the same treatment from the authorities.

No Gold Mine Here

Canadian farmers get about 50% of what the city consumer pays for domestic farm produce. The other 50% is taken up in the distribution costs. Those statistics were cited by Dr. G. L. Burton of Macdonald College in a recent Montreal address. He suggested that it was time we did some serious investigating of the second item.

It is probable, as Dr. Burton hints and other farm authorities have claimed, that in certain lines more efficient methods of distribution might result in substantial economies. But it should be realized, as many farm organizations have discovered when they ventured into that field, that costs are bound to be very high in handling many farm products — considerably higher than for most other commodities.

Such things as fresh eggs, milk, fruit, to mention but a few, are highly perishable and must be moved quickly. Spoilage is a very considerable factor in many items. Often this moving requires the use of highly expensive refrigerating equipment. One only has to examine the profit record of companies engaged in processing and distributing farm products to realize that this business isn't the gold mine some people seem to suppose.

Napier Moore's

Scratch Pad

TO PARAPHRASE that song in "Oklahoma," Adelaide is Daid.

For 23 years Adelaide was the name of the telephone exchange which gave faithful service to many of Toronto's downtown business houses. Adelaide 5981 was Maclean-Hunter's number.

Monday, Adelaide was laid to rest —conked by the Bell Telephone Co. Her successor is an automaton-like creature known as Empire 3. Our number, for instance, is Empire 3-5981.

Among the firms emotionally affected by this change is Tandy Advertising Agency Ltd. To all its clients and friends it sent a black-edged mourning card announcing the passing of dear old Adelaide and adding:

> Maybe this is progress, and heaven knows we're all for progress. But we can't help feeling a pang about Adelaide who was, in a way, of royal descent. At least we assume she was called after Adelaide St., which was named for Queen Adelaide, consort of William IV of England.
>
> This new thing—Empire 3—sounds a little too much like Al Capp's invention, Planet Pincus Number 7, to suit us. However, Bell have refused to consider letting us remain as the only Adelaide number in Toronto, so we shall try to make the best of it.
>
> We ask, however, that the first time you dial us at EMpire 3-6362 you observe a moment of silence in memory of Adelaide. R.I.P.

• • •

THE WEEK'S best bon mot, delivered by The Lady Tweedsmuir, M.P., in her address to the Empire Club, Toronto: "A speech, to be immortal, doesn't have to be everlasting."

• • •

THE MOST AVID PATRON of the ballet to come within our ken is a young businessman, Ted Newell, vice-president of Dominion Envelope Co. In the first place, Mr. Newell managed to get seats for every performance of the Sadler's Wells company in Toronto. Apart from the matter of cost, this was an achievement without parallel. It bordered on the supernatural. Thousands of people who sent in applications with the speed of light were unable to get a ticket for one performance. Every time the curtain went up, Mr. Newell was there.

When the company opened in New York he was there too. When it played Chicago, there he was.

There's a reason for Mr. Newell's unflagging devotion to the dance. Her name is Paula Dunning, a most charming English girl who is a member of the corps de ballet and whom he met the last time the company was in Toronto. In March they are to be married in England. After seven years with Sadler's Wells, Miss Dunning is looking forward with enthusiasm to running a home in Canada.

• • •

THE GULF between the ballet and night spots is, of course, greater than is indicated by the three little dots separating this paragraph from the preceding one. But we are intrigued by an item in Canadian Hotel Review which states that every week 19 cocktail lounges in Toronto and six in Hamilton pay out $25,000 for entertainment "talent" imported from the United States. In 52 weeks it amounts to $1,300,000. Canadian talent is provided in several other taverns and is paid $3,000 or more weekly.

The paper says that with few exceptions the imported entertainment isn't worth anything like the rates agents demand for it, and that many of the acts get more in Canada than anyone pays them in the U. S. One musician admitted he averaged $75 a week in his own country; here he gets $250.

Lounge operators are worried. The high cost of entertainment is cutting heavily into their profits, and there is growing customer resistance to higher prices. When one tavern found its customers were ordering only the cheapest sandwiches it upped its sandwich prices to a 65 cent minimum.

• • •

A COLLEAGUE of ours was seeking as to the approved spelling of St. Mary's or St. Marys, Ont. The Canadian Almanac, the Post Office and Dun and Bradstreet use the apostrophe. Both railways, Bell Telephone, the Esso map of Ontario, Canadian Advertising and the town's own Journal-Argus don't use the apostrophe.

So he phoned the enquiry office at Toronto's General Post Office. The lad who answered looked up the Postal Guide and reported: "S T hyphen M A R Y comma S."

• • •

SO FAR as we are concerned, the only place name which gives us trouble is Adygei Autonomous Oblast. It's in Circassia, between the Black and Caspian seas. Fortunately we seldom have to refer to it.

• • •

SOMEWHERE up above we referred to the speed of light. We meant, of course, the newly discovered speed, clocked by Dr. Louis Essen, of Britain's National Physical Laboratory, at 186,282 miles a second, and not the speed believed for the past 15 years, a mere 186,271 miles a second.

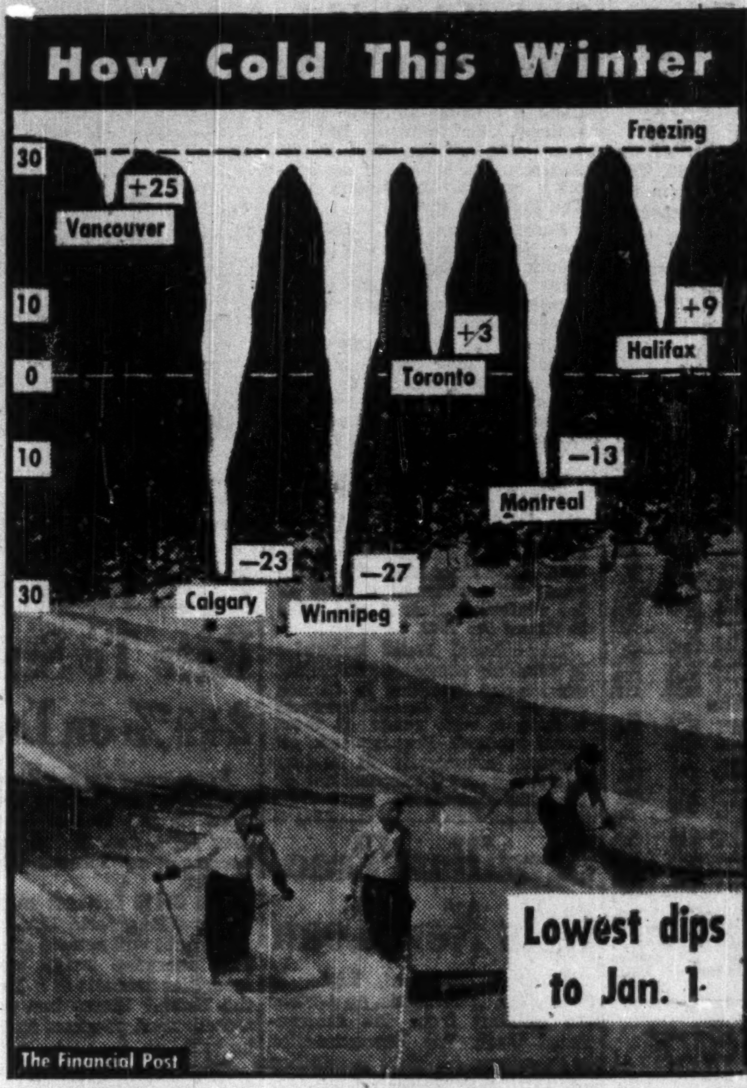
Stop Me If—

An elderly woman wishing to impress her clergyman with the fact that she read the Bible frequently took it up as he came in at the door. As she opened it she exclaimed, "Well, how glad I am! Here are my spectacles which I lost a year ago!"

• • •

In a town on the Pacific coast an earthquake shock was felt, and when the municipal building rocked, the city fathers left without bothering about formalities. The clerk, a man of rules and regulations, was hard put to it to give his minutes the proper official tone. Finally, he evolved this masterpiece:

"On the motion of the city hall, the council adjourned."

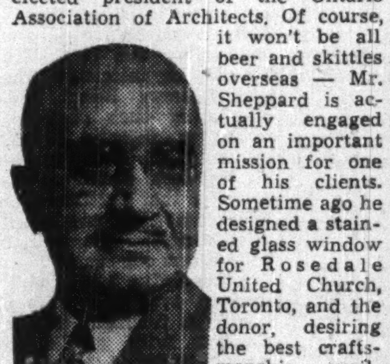


Post Scripts

Election Celebrated

Not everyone is elected president, then celebrates by flying to France the next day.

This distinction belongs to Earle L. Sheppard, Toronto architects' newly elected president of the Ontario Association of Architects. Of course, it won't be all beer and skittles overseas — Mr. Sheppard is actually engaged on an important mission for one of his clients. Sometime ago he designed a stained glass window for Rosedale United Church, Toronto, and the donor, desiring the best craftsmanship available, insisted upon the work being done by André Rault, whose studio in Rennes, France, is world-famous.



MR. SHEPPARD

Sheppard is now going to inspect the progress of the window. A beautiful mosaic, some of the pieces of glass are as much as an inch thick. Over-all, it will be about nine feet wide by 17 feet high. Subject is Christ blessing the five races of mankind. The window will be mounted at the rear of the chancel of the church, recently altered by Sheppard.

The new president of the O.A.A. was born in Montreal, where he served his apprenticeship in the office of Rose & Macdonald, a leading architectural firm whose work includes the Royal York Hotel and Eaton's College Street in Toronto, the Dominion Square Building and C.I.L. House in Montreal. He then took the architectural course at the University of Pennsylvania, and returned to his original employer in Montreal. From there he went to Detroit, where he was engaged in the design of industrial buildings, and Toronto, where he supervised the construction of Loew's, the Uptown and other theatres designed by the famous theatre architect Thomas Lamb. His next position was with the Toronto Board of Education, which he left to work for Chapman & Oxley, and in 1925 he opened his own office in Toronto. His practice has been chiefly residential and industrial in character. He joined the Ontario Association of Architects in 1919, and has long been active in its affairs.

• • •

From Farm to Fish

From farm to fisheries is the new chapter in the life-story of C. Gordon O'Brien of Ottawa, new manager of the Fisheries Council of Canada.

Since 1939, O'Brien has been general secretary of the Agricultural Institute of Canada. Now he takes over a very similar responsibility with the senior national fisheries organization in Canada.

MR. O'BRIEN

Although O'Brien has spent his life in agricultural work, the transition won't be as difficult as it might seem, because of the close relationship in administrative, public relations and organizational duties in the two posts.

Gordon O'Brien is an Ottawa boy, born in 1910 and raised on a farm in Carleton County. He left school at 15, but two years later went to Kemptville Agricultural School, thence to a further two-year course at Guelph's OAC, in order to learn more about the scientific side of farming.

He went to work on the Central Experimental Farm at Ottawa during the depression '30's; worked at night school to get his matriculation; thence to Macdonald College at Ste. Anne de Bellevue in 1932, where he graduated in agricultural economics and animal science two years later.

In 1936, after another spell at the Experimental Farm, O'Brien went with North American Cyanamid as technical agricultural director, where he pioneered in use of chemical fertilizers for weed control. In 1939, he became general secretary of the Agricultural Institute of Canada—an organization which has grown from a modest thousand, to its present 3,400 membership with its own headquarters building in Ottawa and legally incorporated sections in four of Canada's provinces.

For four years he served with the Royal Canadian Corps of Signals—returning to the Institute in 1945 after three years overseas service. He's a member of the National Advisory Committee on Agricultural Service, a Fellow of the American Association for the Advancement of Science. Relaxations include: hunting, photography and fishing.

• • •

X-Ray Specialist

William Doern is a slightly built man of medium height in his early fifties who is chief technician and technical instructor in the X-ray department of the Winnipeg General Hospital. Recently he was elected president of the Canadian Society of Radiological Technicians.

MR. DOERN

Three or four years ago he had occasion to get his birth certificate. Only then did he discover that his birth place was Overstone, Manitoba, a rural municipality near Emerson. He had previously believed it to be Morden to which his parents had moved when he was very young where he grew up.

In his student days an unfortunate breakdown in health made him a patient in the provincial Sanatorium at Ninette. He was in the institution from 1924 to 1930 although he had recovered his health after he was admitted. In Ninette he got to know the late Dr. D. A. Stewart, himself a one-time victim of the disease he did so much to combat for others. Dr. Stewart persuaded him to take up X-ray work.

The opportunities for this line of study gave him plenty of work and experience under an able instructor and he came to Winnipeg in 1930 as chief technician for the clinic of the Manitoba Sanatorium Board. He transferred to the Winnipeg General Hospital in 1932 and has been there ever since.

Technically, Doern is what is termed a radiographer. Apart from operating the X-ray therapy apparatus, the radiographer of a hospital takes the X-rays of the patients. His responsibility ends there. Reading the plates, determining the diagnosis from what they show, and prescribing the treatment is for the radiologist or medical practitioner who is trained to interpret what they disclose.

The Canadian Society of Radiological Technicians has been in existence since 1942. In Manitoba there had been a parallel organization since 1929. Wider [illegible]se of X-ray in the medical field and the need for prescribing strict standards of qualification for technicians caused the provinces to get together and form a national organization. The preliminary work was largely by correspondence and finally a National Society was formed and held its first annual meeting in Toronto in 1943. In eight years membership has grown to about 500 and because of the nation-wide expansion of health and hospital facilities there are now between 60 and 70 additions per year.

What Others Are Saying

Editorial of the Week

Self Discipline or —

Acton (Ont.) Free Press

We don't want price controls. We don't want wages frozen. We don't want the black markets that accompany controls and we don't want the subsidies and policing that are necessary to maintain control of prices. But there is no denying the fact that price increases are becoming too frequent and the purchasing power of our dollar is going down too rapidly for the general welfare.

If we are to avoid controls and its attendant evils there must be a desire on the part of everyone to decrease demands and a spirit of a little more give and a little less take. This desire must not be on the other fellow but start at home with all of us to be effective.

Other People's Views

EXPANDING INDUSTRY is the real hope of ending railway deficits, says the **Camrose (Alta.) Canadian.** "The solution of many of Canada's railway problems lies in the industrial development of the country and the natural and general increase of population."

FOURTEEN different types of thread are used with fire hose in British Columbia," says the **Vancouver Province.** "That is quite absurd, of course. Even in peacetime it is absurd, for in case of serious conflagration, any city looks to its nearest neighbors for help, and it is highly desirable that equipment should be standard and interchangeable."

UNFAIR AND UNTRUE statements have been made about U. S. decisions in Korea, says the **Winnipeg Free Press** which points out that "There should be no misunderstanding about this. The greatest need in foreign policy at the present time is unity, particularly among the English-speaking nations. Inaccurate mischievous statements, like these statements, however innocently made, are greatly to be regretted.

CANADA AND CANADIANS needed awakening about the danger of war, says the **Windsor Star.** "Rhys M. Sale, president of the Ford Motor Co. of Canada, has done a public service by emphasizing, in a Toronto address, the need for preparedness. And, in warning that the time in which we can prepare may be all too short. The Ford president's statements can serve a dual purpose, in alerting the Government as well as the people."

FAR TOO MANY children, left alone, are losing their lives in fires, declares the **Hanover (Ont.) Post.** "There will always be fires, which are definitely accidents and there may be children who lose their lives in such fires through no fault or neglect of anyone. But there are too many cases when children are reported as alone in homes where fire breaks out, and who lose their lives by being burned to death. The law can be strict in such an instance. But, it does not go far enough."

LET'S HAVE FACTS on civilian defense, urges the **Calgary Herald.** "The truth is that this country has not yet got down to brass tacks on civil defense. We hear a lot of loose talk about this and that, but there is very little action. The first thing to do is lay out the emergency services in detail — the rest centres, the emergency squads, the A.R.P. wardens, the medical arrangements—and then, having done all that can be done at the top, start instructing people how they can help themselves if the worst comes to the worst."

WE'RE GROWING FAST thinks the **Saint John Telegraph-Journal.** "With immigration in the process of being stepped up, more and more babies being born, and mortality rates decreasing, it seems quite likely that in 1971 there will be 25,000,000 Canadians. And it is not inconceivable that there may be 50,000,000 by 1990. This country, after all, stands at the gateway of a new period of expansion. Such things as the discovery of huge deposits of oil in Alberta and iron in Ontario and Labrador hold infinite promise for the future, as do known but little-developed resources like Alberta coal."

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Jan. 27, 1951

What Provinces May Do at Coming Legislature Sessions

(Continued from page one)

estimated $24 millions in current year.

—Some modification of forest-management license scheme to meet industry objections particularly in regard to fee-simple owners who contend present scheme makes it economically impossible for them to adhere to sustained-yield practices.

Alberta

Export of natural gas will be the big item before the session opening Feb. 22 when the report of the Gas Conservation Board into various gas pipeline proposals will be considered

Premier Manning may also decide to ask Ottawa for larger tax grants in view of Alberta's booming population and productivity.

On old-age pensions the government probably will agree with federal proposals except for abolition of means test. Premier Manning is also known to be opposed to sales taxes.

A $100 million or better budget is expected to contain many capital expenditures, chief of which would be a large road program.

For the first time funds for defense purposes will be sought. This comes in enabling civil defense legislation to be presented

Increase in hospitalization and educational grants; an additional government contribution of $5 millions to $10 millions to the fund for loans to municipalities for self-liquidating improvements are likely.

What the government intends in licensing of professions will be clarified.

Saskatchewan

The session opening Feb. 1 is expected to be the liveliest in a long time and there is feeling that the Government will wind up by calling an election this year.

Labor legislation, proposed redistribution of provincial seats and natural resources development will be major issues during the session.

On pensions the Government will go along with federal proposals as submitted.

A big fight is ahead on redistribution. Government's present plan appears to be to increase city ridings, eliminate some rural seats, with nearly all ridings undergoing some change.

There's strong pressure from employer groups to have the provincial Trade Union Act repealed and replaced by the federal labor code. A ban on strikes in public services; supervision of strike votes by government-appointed representatives; strict enforcement of criminal code in regard to pickets are other labor legislation amendments urged.

In natural resources development Liberals will charge that speculators and promoters have been given too free a hand while fear of Socialism has blocked U. S. and Eastern Canadian investment. Government reply will be to point to current total of $9 millions invested in oil and uranium development.

Budget is expected to be around $55 millions.

Manitoba

Reorganization of the province's power facilities will overshadow all other issues in the session beginning Feb. 1.

Among these other issues are: aid to municipalities, civil service salary adjustments, and, of course, the federal old-age pension plan.

On pensions the government stand is that it is opposed to a sales tax but will go along if other provinces want it.

The power issue arises from proposals advanced in 1948 to set up a single provincial power agency to operate and develop all power plants in the province Winnipeg has consistently opposed this plan and some compromise is now likely under which the province will take over the power but not the plants and set up some central authority to equate prices and sell the power.

While this plan might solve present problems it will be urged that it does not take care of future problems. Looming 18 months or two years ahead — in the view of most experts — is a power shortage. What to do about this will be the big issue.

The municipal aid issue stems from demands for more government funds to help defray costs of local services, particularly education.

Civil service demands are for salary increases adjusted to the cost of living index. Some increases are likely though not up to this scale.

Ontario

Ontario's legislative outlook is somewhat beclouded by election talk. The new Ontario Liberal leader, aggressive Walter Thomson is confidently declaring there will be an election in June. Progressive Conservative Premier Frost insists there won't be one.

Whatever the reason, there hasn't been much advance talk about legislation.

Sure things:

—Revision of the Election Act to conform to the federal law.

—Enabling legislation to permit Ottawa to inaugurate its new old age pension scheme. Premier Frost has already announced that if Ottawa doesn't move fast enough so Ontario can pass the necessary legislation this session, the legislature will be adjourned and recalled later.

—Higher pay for MPPs A special all-party committee has recommended an increase of $600 for private members; $2,000 for cabinet members. This would restore cabinet members to the statutory $10,000 salary they got before ex-Prime Minister Hepburn got out his economy axe in the 'thirties. Private members would get $2,000 indemnity plus $1,000 expense allowance. now $400.

Probable Measures

Rumored but far from sure:

—Revision of the liquor law to meet some of the criticism being fired at the booming liquor trade This is currently the hottest political potato in the province. Earlier closing hours for cocktail bars may be coming.

—Legislation to permit construction of St. Lawrence Seaway project through Ontario. The Province is intimately concerned with power and navigation rights and will have to pass enabling legislation if the project goes through, even on a limited scale.

—Rent Control. Premier Frost feels strongly about this and other price controls. He told a labor convention in Toronto recently that it was imperative that Ottawa retain rent controls. If Ottawa doesn't, that leaves the baby on Ontario's lap. As controls aren't due to lapse until April, the Ontario session will likely be over and unable to take action in any case. However, it's considered a good bet that Frost might bring it up if and when the session is recalled to deal with old-age pensions.

—Taxation. Little or no change There is talk of a reduction in gasoline tax, now 11c a gallon. But this is contingent upon an election. If there is to be one, lower gas tax is expected to be one of the vote-catching baits.

Quebec

The federal old-age pension plan and provincial rent control legislation were high on the calendar as the Quebec Legislature moved into session Wednesday.

What Premier Maurice Duplessis' government precisely had in mind on pensions was far from clear as the session opened. All he would promise was a bill providing for participation in the federal plan on a basis that is "appropriate, just and reasonable."

In rent controls the Government was believed to have a bill that wouldn't be too stringent; in the past it has shown some sympathy with arguments put forward by landlord groups.

Also on the calendar was a bill that would increase the powers of magistrates in Quebec with the object of lightening the load of Superior Court judges. Dismissal of town managers and other municipal officers would come under magistrates' jurisdiction in the new bill.

Other legislation would cover provision for a commission to investigate provincial legislation governing co-operatives; improvement of credit facilities for fishermen; further assistance to Rimouski fire victims; amendments to forest concession laws

Action may also be taken on Trans-Canada Highway with announcement of details of a new $60 million three-year road-building program.

New Brunswick

Though plans for a new session are not yet finalized, March 6 appears likely opening date Budget is likely to feature reduced capital expenditures On the federal pension plan the government is understood to be marking time until the constitutional position is cleared at Ottawa.

Nova Scotia

A light session is ahead with opening date tentatively set for Feb. 13.

Increased aid for municipalities, what to do about rent controls, and federal pension plan are main items to be studied. Budget will likely call for a sharp reduction in capital expenditures. A cut of 50% here has been indicated by Premier Angus Macdonald "unless new sources of revenue are found."

Government reaction to pension program is not yet clear. Question of province going into some form of rent control is also still under consideration, although Premier Macdonald has stated he does not think provincial control workable.

In the municipal field — aside from proposals to increase financial aid to municipalities — legislation will be sought to change municipal election dates from the second Tuesday in February to the second Tuesday in December.

Session will be unique in that owing to change in end of fiscal year at last session from Nov. 30 to March 31 no department annual reports will be available and estimates will cover a 16-month period ending March 31.

P. E. I.

Session expected to open first week in March may well be pre-election session. No taxing or restrictive legislation is therefore expected. Government proposes to follow Ottawa on pensions officially approves means test for 65-70 with no means test at 70.

Newfoundland

Major problem legislature will consider in session expected to open end of February is economic development.

Approval of expenditure of $5 millions on new cement, gypsum, brick and woodworking plants will be asked; also approval of proposed Newfoundland Labrador Development Corporation.

Legislature will also have to consider new expenditures on fishery experimentation and for possible new industrial expansion in coming year.

Government proposes to go along with federal pension plan in entirety.

New Legislation Will Permit Bigger Truck Loads in Que.

MONTREAL (Staff) — When the next session of the Quebec Legislature opens this week, a bill providing for important new trucking regulations will be introduced, at the request of the Automotive Transport Association of Quebec, Inc.

Provisions will correspond to those introduced in Ontario last year and will include adjustments of maximum-load provisions so that higher loads can be carried provided larger-size tires are used on the trucks. Since the new regulations were introduced in Ontario, truckers in Quebec have been operating under them, under a "tolerance," pending passage of the legisation here.

40,000 lb. Limit

The old regulations stated that semi-trailers with four wheels in the rear could carry no more than 36,000 lb., no matter what size tires were used. The revision provides that this type of truck may load 40,000 lb., if it uses nine-inch tires or larger; no increase is provided for trucks using smaller tires.

Present regulations state that trailers with eight wheels in the rear can carry 40,000 lb. with any size tire. This figure will be boosted to 53,000 lb. for those using nine-inch or bigger tires. No increase is provided here either, for trucks using smaller tires.

These changes, the association states, will also provide an incentive to truckers to use larger tires, which have been proved to be much easier on the surface of the road. Previously, none existed, as no higher load was allowed for truckers using the bigger size. As a result, smaller-size tires were used to a great extent.

Rigid Check

The proposed revisions are expected to benefit most truckers in Quebec. Coupled with another recent development, however, they are expected to bring sad tidings to some. These are truckers who, because there was no really effective check on the weight of load carried in the province, have for some time carried loads far above present laws, and above the new provisions.

This is to be corrected through rigid checking of all load weights in the many checking stations which are already scattered across the province but which, until now, have not been too effective.

It is felt that the combination of the two changes would benefit the industry, both through the higher loads that could be carried and through elimination of unfair competition within the trucking industry.

COMPANY REPORTS

To assist readers in appraising and comparing company financial statements, The Financial Post has a uniform method of presenting corporation accounts. Variations from the companies' published reports are footnoted.

MANUFACTURERS LIFE INSURANCE CO. reports business in force on Dec. 31, 1950, at $1,309 millions, a gain of $124 millions over the previous year. New business written in 1950 was $179.8 millions, up $22.6 millions from the previous year.

Vice-president and general manager J. H. Lithgow stated that new business figures don't include substantial sales of immediate annuities and group pension policies on which the new premium income amounted to $5.5 millions.

Income account on a revenue basis shows total income of $75.7 millions including $52 millions of premiums, $15.8 millions investment income and other income of $7.4 millions. Interest earned on invested assets was 4.22% up 0.20% from the previous year. The increase in the rate of interest earned for each of the last four years reflects for the most part the cumulative effect of the increasing proportion of mortgage loans and municipal and corporation securities in the investment portfolio. Higher dividends on common stock holdings have also been a factor, although the book value of investment therein is only 5% of total assets. Increase in the stock account is mainly in U. S. issues.

Payments to policyholders total $23.3 millions. Addition to policy reserves is $31 millions.

Mortality experience is stated to have been "very favorable." Total assets increased $35 millions to $413.8 millions.

	1950	1949
	$000	
Insurance in force ...	1,309,344	1,185,343
New insurance	179,857	157,233
Total receipts	75,692	76,483
Premiums	52,374	49,362
Prems. in advance .	1,415	1,455
Int. divds., etc.	15,849	14,511
Other receipts	6,054	11,155
Policy payts.	23,287	23,298
Amts. withdrawn	4,844	4,430
Expenses & taxes	11,980	12,073
Allotted sh'holders ..	240	210
Adj in value of assets	243	4,544
Inc. in ledger assets .	35,541	11,533
Liabs. to p'holders ...	376,869	345,395
Other liabs. gen.	8,749	8,043
Liabs to sh'holders ..	2,804	2,580
Conting. reserves	7,500	6,500
Total assets	413,855	378,314
Surplus	18,133	15,794
Int. earned gross	4.22%	4.02%

DONALDA MINES reports that by agreement of Jan. 18, Stuyvesant-North has underwritten 75,000 shares at 45 cents a share, payable forthwith and has optioned 74,995 shares at the same price exercisable within 60 days. Upon issue of underwritten shares, issued capital will be 3,925,000 shares leaving 74,995 shares in treasury.

CONSOLIDATED CORDASUN has received payment for Jan. 17 option installment, comprising 50,000 shares at 65 cents a share under agreement with Gregor Corp. Issued capital is 2,050,000 shares, leaving 1,450,000 shares in treasury.

AUMAQUE GOLD MINES has received payment for Jan. 12 underwriting installment of $50,000 covering 200,000 shares under agreement with Clair Agency. Issued capital is 3,857,500 shares, leaving 1,142,500 shares in treasury.

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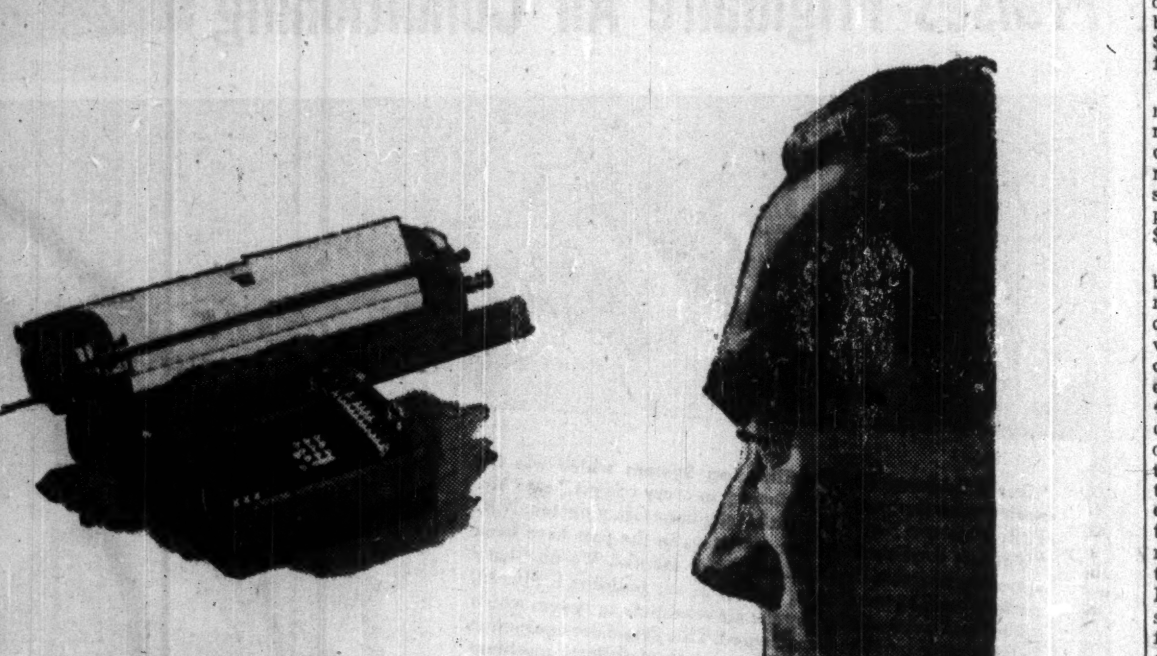


How to buy an accounting machine

1—Accounting is done with figures.

2—Machines *figure* faster.

3—Therefore, it seems reasonable to get the machine which is the fastest *figurer*.

4—The gentleman illustrated above is about to do just that.

5—Its name is Sundstrand *

6—It is made and sold by Underwood—of course!

* 10-Key TOUCH OPERATION

AC-51-28

"Maybe folks should look at security this way"

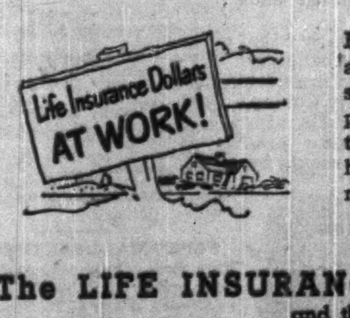
It seems to me that keeping yourself when you get up in years is something like keeping up a car.

You can't run a car on just gas. It's got to have plenty of oil and grease too. And I figure the same idea works with *me* and the money I'll need someday.

Suppose I get paid some kind of old-age benefit, the same as everybody else. I'll be mighty glad to get that money. But I'm going to want *more* money coming in. And that's just what I'm saving for *now* with my *life insurance*.

Even then I won't be living the life of Reilly. But at least I'll have most of the comforts I want. And right now it's mighty good to know that if anything happens to me, my life insurance will take care of my family.

Anyhow, don't you think a man should help provide for his own security? I do. And millions of other Canadians are doing it now — with their own life insurance.



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The LIFE INSURANCE COMPANIES in Canada
and their Representatives

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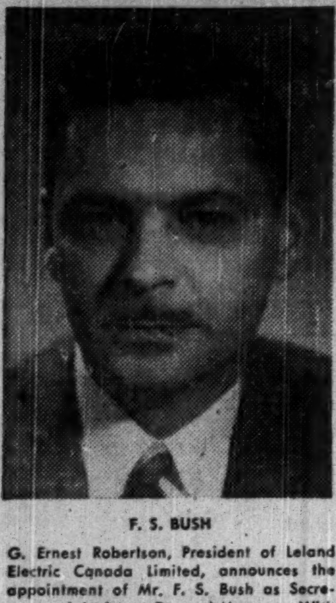
L-10508



F. S. BUSH

G. Ernest Robertson, President of Leland Electric Canada Limited, announces the appointment of Mr. F. S. Bush as Secretary and Assistant General Manager. With the Company since 1935, Mr. Bush was at one time manager of its Montreal office and in recent years has served as Assistant to the President.

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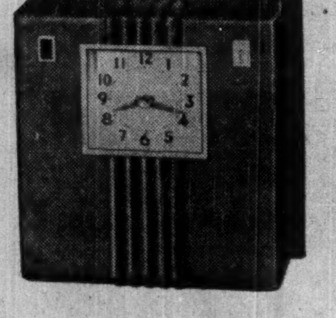

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LABOR ROUNDUP

By RONALD WILLIAMS

What Happens to Pensions, Benefits When Employees Go Into Uniform?

As Canada's defense program is stepped up and the strength of the armed forces is built up, the effects of military leave on employee benefit plans may pose some important questions for management. During World War II the problem was not too thorny; welfare and benefit schemes didn't begin to appear in any great number until after the war. Today is different. Nearly all firms have some sort of benefit program: group life insurance, hospitalization, Blue Cross; profit-sharing, etc.

What policy should management follow? To try to find out the United States National Industrial Conference Board canvassed 180 U. S. companies and came up with this information:

Pension Plans: Time in uniform will count in determining length of service required for pension eligibility with over nine out of 10 firms. Financing of pension credits for time in service "depends to a large extent on whether the plan is contributory or noncontributory." If contributory, three out of four companies state that they are suspending all payments. No further funding is made until the employee returns.

If noncontributory, three out of four companies will make contributions while employees are in uniform: the rest will suspend them.

Group Life Insurance: 169 of the 180 firms have group life coverage; 127 are contributory; 42 noncontributory. Only 10% of firms with contributory schemes will extend coverage, but only if the employee pays his share and the insurance carrier agrees to permit coverage at existing rates. Of the 149 firms which cancel coverage, 70% do so within 31 days; the rest within 120 days.

Hospitalization: One out of every four will continue coverage.

Blue Cross: Practice depends on the method of financing. Five of 13 firms that pay the whole shot will continue to give protection during military leave. However, only five of the 27 companies with jointly financed schemes and three of the 58 firms with employee-financed plants will follow suit.

Profit-Sharing: Only 23 of the firms canvassed have profit-sharing schemes. Six provide for some type of payment to men who join up.

Bonuses: Half of the 49 firms that give Christmas bonuses will consider employees in uniform wholly or partly eligible. Just about all will pay for vacations earned but not taken at the time of joining up.

• • •

U. S. United Front

United States labor seems determined to present a united front on manpower policy, wage stabilization and other issues in the present semimobilization state. During the last war, unions weren't nearly united and looking back, they agree that they missed a lot of possible gains because of their disunity. This time they're determined to speak with one forceful voice.

To this end they have set up a new united labor policy committee. It represents 15 million union members. It is made up of 14 top labor leaders; five from the AFL, including William Green and George Meaney; five from CIO, including president Phillip Murray and Walter Reuther; and two each from the International Association of Machinists, representing the independent unions and the railway labor executive association representing the independent unions and the railway labor executive association representing railroad brotherhoods. The one big absentee is John L. Lewis. He was invited to join but turned it down cold.

The committee has three main objectives:

To give labor a chance to iron out its policies differences in privacy.

To give labor a single-voiced spokesman on policy.

To give it a more potent voice in any future business with the Democratic Party.

• • •

Secret Strike Votes

Robert Drummond, president of the Canadian Construction Association, this week came out for secret strike votes "to protect both the general public and union members" and maintain production.

Speaking at the association annual convention in Quebec City, he said he was in no way questioning the right to strike. But because the economic consequences of such action are sometimes considerable, there should be some way of ensuring that strike votes do, in fact, reflect the worker's personal feelings and considered thinking.

This, he felt, would only be possible through a secret balloting procedure similar to that in effect in two provinces (British-Columbia and Nova Scotia). He also thought penalties already provided for illegal strikes should be enforced.

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U.K.-U.S. Comparisons

Coal miners on both sides of the Atlantic got raises last week.

In the United Kingdom they ranged from 75c-$1 . . . a WEEK.

In the United States, $1.60 . . . a DAY.

U. S. miners will now get $14.75-$16.35 for an eight-hour day; U. K., about $7.50 a day.

The U. S. raises—for 400,000

HENRI TURGEON

has been appointed a director, Greenshields Co. (Montreal).

soft coal workers—were given voluntarily. Not as much as a name was called.

In the U. K., they had to be squeezed out of a reluctant government which has owned all coal mines since their nationalization.

Lower U. K. pay rates are pulled into line somewhat by lower prices but not as much as it seems on the surface. Lower prices are possible only because big subsidies are being paid to food producers. To pay for these subsidies, U. K. income tax rates are three times as high as Canada and the U. S.

Comparisons for a married man with two children:

Earnings	Tax U. K.	Tax U. S.	Tax Can.
$2,000	$148	—	—
$4,000	$847	$203	$269

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Raises For Seamen

The Canadian branch of the AFL Seafarers' International Union was a step nearer being taken into the fold of the Trades and Labor Congress of Canada last week. Despite the fact that the SIU has been the bargaining agent on Canada's Great Lakes and along the east coast since scuttling the Communist Canadian Seamen's Union, it has been an orphan as far as the TLC has been concerned.

The first step toward patching up the differences occurred last week when Hal. C. Banks SIU Canadian director announced he wanted to go back to San Francisco. When the SIU decided to attack the CSU, Banks, a big, tough unionist of the old waterfront school, was sent here to direct operations. Now that the job has been completed he wants to return to the U. S.

The announcement was made at last week's SIU convention in Montreal—the first since they took over from the CSU. At the same time, union officials said a $12.50 monthly raise had been negotiated for unlicensed personnel. Today with the SIU in the union helm, that means more money for almost all seamen on Canadian vessels.

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Big Unionist Business

From a due-paying point of view, Central and Western Canada is one of the more important districts in the whole CIO United Steel Worker's Union. It ranks sixth in the 38 districts in Canada and the United States.

Between Jan. 1 and June 30 last year some $419,000 was collected from union members in the big Central-Western Canada district. Another $139,000 was collected in the other Canadian district —Eastern Canada (Maritimes)

The union's 16th semiannual audit also shows:

Dues from the 38 districts in the six months, $10.1 millions.

Net worth (Canada and the U. S.), $8.4 millions.

Size: Over 2,000 locals; approximately 963,000 members.

Bank balance, at Dec. 30 last, $2.9 millions.

Assets: $4.5 million in investment securities; $493,350 in land and buildings; $194,229 in furniture and fixtures.

Out of the $10 millions in dues paid in Jan. 1- June 30, the International (Pittsburgh) refunded some $5 million to local unions.

This didn't leave the International office enough money to operate in the black: expenses were $5.3 million, leaving Headquarters $140,000 in the red.

• • •

Certificates in Sask.

Saskatchewan's new Apprenticeship and Tradesmen's Qualification Act will go into effect Feb. 1. Designed to increase the flow of skilled workmen, the apprenticeship section of the new act includes higher standards and greater incentives.

The qualification section sets up standards for journeymen and provides for the issuing of certificates. No employer in the following trades will be able to hire anyone without a certificate after Feb. 1:

Garages, barbering, beauty culture.

Later the restrictions will be extended to the following trades:

Carpentry, bricklaying, plastering, painting, plumbing, sheet metal, electric arc welding, and oxy-acetylene welding, automotive electrical and body and fender work.

• • •

How's That Again?

New York's $600 million dressmaking industry has come up with a demand on its unions that's close to being in the man-bites-dog class: a union pledge to put on an intensified drive to organize non-union shops in the industry, and thus eliminate low-cost competition.

They got it too; but it cost them about $15 million a year—an 8½% raise for 85,000 New York dressmakers. The union, the AFL International Ladies Garment Workers, agreed to put a "large number of organizers" into the field to "stabilize" the industry.

• • •

Fatter Pay Envelope

As expected Canadian labor's 1950 pay envelope was the biggest on record. Based on figures for the first 10 months, the Federal Bureau of Statistics estimates the 12 months income at $8,000 million; the previous high, $7,630 million in 1949.

Gains were made all over the main labor high income groups. Only one was lower: agriculture, logging, fishing, camping and mining.

Biggest increase was in manufacturing.

At the same time unemployment began creeping up. At Jan. 4, 250,000 were registered at National Employment Service Offices. This was 50,000 less than at the same time last year. The improvement percentage-wise ranged from a low of 1% in the prairies to 54% in Newfoundland.

• • •

Labor Briefs

Alberta is setting up a labor relations branch within the Department of Industries and Labor. It will be headed by H. E. Bendickson, now secretary of the Industries and Labor Department. Its scope: to deal with conciliation, arbitration and general negotiations between management and labor.

• • •

All Calgary's civic unions but one have accepted 1951 wage terms. Increases range from $10-$15 a month. Still to settle are the electrical workers: they held out for the biggest raise—20c an hour.

• • •

The Communist-run Electrical union is going after Canadian General Electric in Toronto and Peterborough for 25c an hour more and a reduction in the work week from 42-40 hours with no reduction in take-home pay. About 6,000 workers are involved.

• • •

The labor vacancy on the Quebec Labor Relations Board caused by the death of Elphege Beaudoin, has been filled by appointment of Marcel Franq. Roger Provost president of Montreal Labor Council takes over Franq's post as president of the Quebec Federation of Labor (TLC). Adrien Villeneuve of the Machinists' union fills Provost's spot as vice-president.

COMPANY REPORTS

To assist readers in appraising and comparing company financial statements, The Financial Post has a uniform method of presenting corporation accounts. Variations from the companies' published reports are footnoted.

HURON & ERIE MORTGAGE CORP., London, Ont., net profit for the year ended Dec. 30, 1950, amounted to $418,475, up 15.1% from the previous year's $363,696, equivalent to $8.37 and $7.27 per share respectively.

Assets increased by more than $500,000 to $57,713,000. One of the most noticeable changes is in greatly increased investment in Canada Trust Co.—from $1 million to $2 million—due to that corporation's greatly expanded business.

Savings deposits totalled $33,126,000 at year's end, increasing $2,392,000 in the year. Debentures totalled $16,533,000.

Annual meeting will be Feb. 14, 1951, at London.

	1950 $	1949 $
Liabs. to public, etc.*	50,171,518	49,836,225
Shareholders' equity	7,541,722	7,373,248
*Secured by:		
Mtges. & sls. agree.	34,917,432	32,017,990
Office premises	2,157,884	2,031,000
Liquid assets†	20,637,924	23,160,483
Total	57,713,240	57,209,473

†Includes stocks and bonds, of which $3,264,715 in 1950, $1,482,715 in 1949, was Canada Trust stock.

	1950	1949
Net profit	418,475	363,696
Earned per Share‡	$8.37	$7.27
Paid	5.00	5.00

‡Based on amount paid up on subscribed capital.

FLEET MANUFACTURING LTD., Fort Erie, Ont., net profit for the year ended Sept. 30, 1950, amounted to $29,886, down 81.7% from the previous year's $163,356. Sales totalled $1,710,965 ($2,202,215).

Operations for the first two quarters of the year were on a satisfactory and profitable basis. However, during the latter half of the year, operations suffered from shortages of essential raw materials, resulting in a final modest profit and an increase in working capital, offset, however, by maturity of short term debentures. President George D. Clark states.

Directors feel that both U.S. and Canadian Governments are comitted to an immediate program of large scale expenditure for rearmament and that it should be only a short time before facilities will be fully utilized.

Annual meeting will be Jan. 31, 1951, at Fort Erie.

INCOME ACCOUNT

Years Ended Sept. 30:	1950	1949
Sales	$1,710,965	$2,202,215
Oper. profit	*12,166	144,381
Add: Prof. on sale invests. & equip.	†	1,617
Other income	81,478	77,096
Less: Deprec.	2,451	22,165
Inc. tax prov.	2,353	......
Deb. int.	20,848	23,322
Mtge. int.	13,774	14,251
Net prof. & surp.	29,886	163,356

†Loss of $4,122 not incl. in net prof. in co's report.

Earnings per Share and Dividend Record:	1950	1949
Earned	$0.05	$0.31
None paid.		

CONDENSED BALANCE SHEET

As at Sept. 30:	1950	1949
Cash	$5,519	$24,495
Accts. rec.	206,634	101,141
Invent., less res.	341,981	377,036
Total curr. assets	554,134	502,672
Prep. exp.§	15,662	......
Misc. assets	12,765	32,821
Properties*	707,779	693,010
Debent. discount	97,933	103,583
Total assets	1,388,273	1,332,086
Bank loan	50,464	44,896
Dep. on sls. contr.	......	18,934
Accts., tax., etc., pay.	300,516	179,580
Mtge. instal. due	50,000	50,000
Total curr. liab.	400,980	293,410
Mortgages	430,560	448,060
Funded debt	350,000	400,000
Capital stock	372,625	365,091
Less: Deficit	165,892	174,475
*After depr. of	409,714	411,967

§Incl. in curr. assets in co's report.

	1950	1949
Working capital	153,154	209,262

1950 WAS ANOTHER BUSY YEAR!

MORE PEOPLE used their telephones more than ever before. Calls made by you, your friends and neighbours helped swell the total to a new record — over 11 million calls a day.

And all the time new telephones were being added. Now you can reach more people; more people can reach you. In that way alone, telephone service became even more valuable to you in 1950.

Its value and convenience were increased, too, by many improvements we were able to make in the quality of service, and because telephone people everywhere tried to be helpful and friendly.

There's a lot to be done in '51. You can be sure we'll keep on doing the best job we know how — to supply the kind of service that is so important to you — and so essential to our country.

THE BELL TELEPHONE COMPANY OF CANADA

32,000 Ton Capacity Boost By Reopening Alcan Smelter

MONTREAL (Staff) — As part of its program to boost aluminum ingot capacity, Aluminum Co. of Canada has made arrangements with Quebec Hydro-Electric Commission for 100,000 h.p. to supply its idle smelter at Beauharnois, Que.

The Beauharnois smelter, shut down since the end of World War II, is being prepared for operation in April, and under the new agreement, Quebec Hydro undertakes to supply the power for the plant until Nov. 30, 1953. This will add 32,000 metric tons a year to Alcan's ingot capacity, boosting the total to well over 400,000 tons annually.

About $3 millions are being spent to bring the wartime smelter back into operation and to install various technological improvements developed at Arvida since the war. Labor crews are already at work and staffs will gradually be built up this winter. About 400 will be employed when it gets into operation.

The power from Quebec Hydro is being made available by bringing into operation the huge new Beauharnois No. 2 power development on the St. Lawrence, part of which is already completed.

Alcan will supply the re-activated smelter with alumina from its Arvida plant. Its other smelters are at Arvida, Isle Maligne and Shawinigan Falls.

"... perfect working conditions for our employees
... protection for delicate equipment."

New Brunswick Telephone Company *Praises* Frigidaire Air Conditioning

"Our Frigidaire Air Conditioning System which was installed some time ago is satisfactory in every respect," says Mr. E. R. Wasson of New Brunswick Telephone Co., Moncton, N.B. "Working conditions for our operators in the past have been almost unbearable during the summer months. We now have perfect working conditions. The air in our building is filtered, cooled and dehumidified by the air conditioning system which Frigidaire designed and engineered. This Frigidaire equipment also protects thousands of dollars worth of delicate machines and switchboards." Lounsbury Company Limited, Moncton, sold and installed this Frigidaire air conditioning system.

• • •

The New Brunswick Telephone Co., and thousands of other users of Frigidaire Air Conditioning and Refrigeration, have proved by their own experience that Frigidaire equipment is built for top performance over the years, at the lowest possible operating cost.

Benefit from the Experience of Others

Be sure of air conditioning or refrigeration equipment that will be correct for your needs, save *you* money, satisfy customers, bring greater profits. These factors which are so important to your business, can be insured by insisting upon Frigidaire equipment. Frigidaire compressors cooling units and controls are precision-matched to work together smoothly, efficiently, like a championship team. Frigidaire's more than 400 commercial products are built to the highest quality standards in the industry.

Air conditioning and refrigeration equipment requires experienced planning and installation. Consult the factory-trained, Frigidaire Commercial Dealer in your locality. Or mail the coupon.

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What Were Most Lively TSE Stocks in 1950?

Here's Price, Volume Record And Highlights on Leaders

Which were the 20 stocks that showed the biggest volume activity, greatest price movement, in 1950? Here's the record, the reasons behind the activity in a special analysis by The Post of movements on the Toronto Stock Exchange Jan. 1-Dec. 31, 1950, in industrials, mines and oils.

Industrials

Impact of Korea in June on public and business thinking changed the entire outlook for industrial stocks. After the original market shock, prices turned upward and have continued in a generally upward pattern ever since, interrupted on several occasions by short, sharp shakeouts on suddenly worsening international news. As the year advanced, it became increasingly evident that both Washington and Ottawa were prepared to launch into unprecedented peacetime spending on military account. This in turn prompted large-scale inventory buying on the part of business fearful to be caught by shortages and rising prices. Industrial stock prices as measured by the Toronto Stock Exchange industrial index moved in a year's range of 88 points, moving from a low of 203 in March to a high of 291 in December.

Imperial Oil: Came in for large-scale buying both in the Canadian and U. S. markets on the strength of its expanding operations in Alberta oilfields and the rapidly improving outlook for marketing of western oil.

Canadian Western Lumber: Increased action here came mainly as a result of the improved outlook for British Columbia lumber. Announcement of company's participation, along with Pacific Mills Ltd., in a newsprint mill project also swung increased attention to the stock.

Brazilian Traction: Record high earnings, attractive dividend yields and relative remoteness of company operations from the Far Eastern war theatre were all important factors in the high turnover in this stock.

International Nickel: World shortage of nickel became increasingly evident toward the end of the year. As extent of U. S. military program became known, heavy buying came into this stock. Third quarter earnings were up sharply reflecting higher nickel and copper prices. Earnings are expected to rise farther still as larger tonnage operations are reached.

B. C. Forest Products: Improved outlook for B. C. lumber and indicated higher earnings trend contributed to increased action in this stock. October announcement on higher dividend rate — looks like 40c per annum — was also an important factor in influencing buying.

Brown Co. has been active on reports of a new capitalization proposal to be submitted by the management. Refunding of funded debt plus these reports seem to indicate definite progress toward reorganization of company's financial structure. In addition the pulp market was very strong last year.

de Havilland "A": An upward trend in earnings, possibility of war business growing out of current military preparedness programs and a small floating supply of stock combined to give this issue the biggest year's advance among industrial stock groups.

Canada Starch: Offer of controlling company — Corn Products Refining Co. of New York — to purchase preferred stock at $140 a share plus declaration of 50c a share dividend with an extra $1.50 on Nov. 28 were chief factors forcing common stock higher. No common dividends were paid in 1949.

United Securities: Sale of Canadian Light & Power Co. to Quebec Hydro Electric Commission and subsequent redemption of a large part of company's funded debt with proceeds was an important factor in market appreciation. Sharp market advance in stock of Shawinigan Water & Power Co. — also included in portfolio — helped the stock.

Canadian Celanese: Increasing demand for synthetics generally as a result of skyrocketing wool prices helped market action of this stock. Payment of 60c quarterly dividend on Dec. 30, 1950, would indicate an annual rate of $2.40 (as against $2 last year).

B. C. Pulp & Paper: Offer to purchase common shares at $200 a share by Abitibi Power & Paper Co. quickly drove this stock to new heights. Previous to this, company had been operating at capacity and had eliminated arrears on preference stock.

St. Lawrence Corp. Continued capacity operations of company's operating subsidiaries and sharply improved earnings trend helped to buoy this stock up to new levels. Demand for pulp and paper products continue unabated.

Below are the lists of Canadian industrial stocks which showed (1) the greatest volume (2) the biggest price changes, during 1950.

IN VOLUME OF TRADING

Stock	No. Shares Traded	Open $	Close $	Now $
Imperial Oil	897,000	23¼	27¾	31
Trans-Television	827,000	.25	.40	.34
Can. West. Lumber	806,000	3⅝	6½	7¼
Brazilian Traction	701,000	19⅜	22½	23⅛
International Nickel	673,000	32¼	39¼	41⅞
B. C. Forest	664,000	3	5¾	6⅞
Brown Co.	613,000	3⅝	10¼	10⅞
C. P. R.	609,000	17⅞	23⅞	25⅛
Dist-Seagrams	609,000	21	30⅝	30⅛
Dominion Stores	587,000	8⅜	10¼	14
Milton Brick	472,000	1.10	1.50	1.60
Massey-Harris	457,000	22⅞	40	43¼
Bell Telephone	425,000	41	39¾	39⅞
Cdn. Canners "B"	388,000	20	23½	27
B. A. Oil	387,000	27¼	29⅛	32
Inter. Pete.	382,000	9	14½	14¼
Cons. Paper	372,000	19⅛	33¼	35
Abitibi	328,000	23⅝	42	46¾
Great Lakes Paper	274,000	15	31¾	32¼
Union Gas	270,000	15¾	18⅞	18

LEADERS IN PRICE CHANGES

Stock	Open	Close	% Change	Now*
de Havilland "A"	12	40	+233.3	50
Brown Co.	3⅜	10¼	+203.7	11⅛
Canada Starch	10	29	+190.0	29
United Securities	14	38	+171.4	40
Burnett Ltd.	1.50	4.00	+166.7	5.50
People's Credit Secur.	5	12¾	+155.0	16
Can. Celanese	20¼	50¾	+150.6	57½
B. C. Pulp	84	198	+135.7	..
Can. Power & Paper Invest.	1.50	3.50	+133.3	4.25
St. Lawrence Corp.	13½	30¾	+127.8	33½
Bathurst Power "B"	7½	17	+126.6	24¼
Montreal Tramways	36	80	+122.2	80
Can. For. Invest.	36	78	+116.7	78
MacMillan "B"	7¾	16¾	+116.1	19¾
Great Lakes Paper	15	31¾	+111.7	32½
Can. Power & Paper Invest. pfd.	12¼	25	+104.1	32¾
Algoma	14½	29	+100.0	31⅛
Donohue Bros.	15	30	+100.0	32½
Rolland Paper	6½	13	+100.0	13
St. Lawrence Corp. pfd.	31	62	+100.0	66½
Can. Wire & Cable "B"	31½	62	+ 96.8	65
Atlas Steel	7⅝	15	+ 96.7	15⅜
B. C. Forest Products	3	5⅞	+ 95.8	7⅝
International Power	47	92	+ 95.7	91
Ford "A"	25½	49	⅞ 92.2	55
Molson's Brew	54	27¼	— 49.5	28½
National Brew.	37	19¾	— 46.6	22½
Cdn. Food Prod. "A"	11½	6½	— 43.5	8
Cdn. Brew.	23⅛	17½	— 24.3	19⅜
Beatty Bros.	14	11	— 21.4	11½

*As at Jan. 18, 1951.

Mines

Ore news rather than earnings appeared to be the main cause of striking full rises and heavy turnovers in the mining market of 1950.

Base metals, uranium and gold issues all "showed" in the tabulations of mining stocks with highest share volumes and substantial price markups.

Some of the biggest volumes were in the lower "pennies" — and the significance of a high volume did not always turn out to be great.

But some of the momentous ore developments of the year were also accompanied by both monumental share turnovers and real price upswings.

Here were significant developments:

Anacon Lead: Discovery of a 600,000-ton new lead-zinc ore body, a new gold ore body and higher earnings combined to provide the greatest percentage price rise of the entire mining market for this issue in 1950. And the stock also rated 10th on the volume list.

Ascot Metals: The outstanding capital of this company turned over three times in 1950 under the urge of two significant developments: the placing in production of the company's Moulton Hill mine with a 400-ton mill; and discovery of the Suffield mine indicated as an even larger base-metal operation.

Newlund Mines: This company rated the highest volume for a gold issue, save for a "penny," and quite rightly so. Many rate the mine opened by Newlund as potentially another Kerr-Addison or Giant Yellowknife. Listed after Jan. 1, 1950, the company's shares didn't enter price change "competition."

Steep Rock: This company had its most successful operating year in 1950, both from standpoint of output and profits. A program to expand annual output from 1.2 million to four million tons was launched and negotiations commenced for new steel companies to participate in development of Steep Rock range.

Prospectors Airways: Major rise in this company's shares in 1950 reflected success of Newlund Mines of which it is the chief sponsor.

Golden Manitou: Lots of good news for this Quebec zinc producer in 1950. A new richer east ore body. Mill expansion pending. Higher profits. New mines in Barraute area, Quebec, and in B. C.

Paymaster Consolidated: Discovery of a rich new west ore area touched off a great wave of market activity in this issue the latter part of the year.

Queenston: Announcement of plans for a 500-ton mill plus favorable development results rejuvenated the market in this issue in 1950. But milling plans have been deferred and hopes haven't been fully realized.

Nicholson: Trading over five million shares in 1950, this company was tops in popularity in the uranium field. Development results were favorable but interest declined as the public feared a capital readjustment to permit raising of additional finances.

Arjon Gold: This company didn't show high earnings or make ore news in 1950. But the company was able to get work completed on a crosscut completed from Kerr-Addison workings to permit a test of its property to the west along Kerr's strike. A property interest was acquired in the Newlund area.

Anacon: Volume of close to five million shares in this issue reflects establishment of a substantial level of profit by this Quebec base-metal producer and discovery of both large new base-metal and gold ore bodies.

Hard Rock: New interest in MacLeod-Cockshutt to the west, plus some new discoveries on its own account, made this company an active market trader in 1950. Costs were cut. But outlook currently is not too bright due to reduction in cost-aid.

Joliet: This company saw completion of the long drive from Noranda workings to its own shaft area in 1950. Interest proved high in possibilities that drilling from this drive would locate another of Rouyn's famous base-metal ore bodies.

Norlartic: Reopening of Norlartic's Malartic property and discovery of a new higher grade parallel ore zone were the highlights of 1950 and market activity in this issue.

IN VOLUME OF TRADING

Stock	No. Shares Traded	Open $	Close $	Now $
Ascot Metals	10,139,950	.60	2.05	2.20
Villbona Gold	9,483,375	.02⅛	.11	.12
Newlund Mines	6,530,549	.78	1.85	2.40
Buffalo Canadian	6,204,708	.08¾	.28½	.25
Porcupine Peninsular	5,985,961	.03¼	.05¼	.07½
Paymaster Consolid.	5,944,562	.33	.69	.78
Queenston Gold	5,488,827	1.09	.61	.80
Nicholson Mines	5,100,290	.43	.17	.24
Arjon Gold	5,097,953	.23	.40	.41
Anacon	4,938,560	.45	2.60	2.70
Hard Rock	4,860,410	.33	.23	.32
Joliet	4,414,948	.75	.92	.83
Aquarius	4,063,650	.13	.16	.19
Norlartic	3,921,747	.64	.33	.46
Aumaque	3,896,560	.14	.24	.30
Bonville	3,755,600	.02½	.05	.08
MacDonald	3,610,977	.44¼	.90	.91
Macho	3,478,700	.15	.07	.07
Cobalt	3,334,220	.60	.80	.79
Osisko	3,292,526	1.23	1.48	1.50

LEADERS IN PRICE CHANGES

Stock	Open	Close	% Change	Now*
Anacon Lead	.45	2.60	+477.8	2.70
Villbona	2⅛	.11	+417.6	11½
Cartier Malartic	1	5	+400.0	6
Headway Red Lake	3¾	.14	+273.3	16
Kayrand Mining	5	.18½	+270.0	21
Western Ashley	9	.31	+244.4	31
Ascot Metals	.60	2.05	+241.7	2.32
Bunker Hill	3¼	.11	+238.5	10¾
Buffalo Canadian	8⅝	.28½	+230.4	.25
Steep Rock	2.50	8.00	+220.0	8.30
Quebec Manitou	.79	2.41	+205.1	2.48
Prospectors Airways	.77	2.30	+198.7	2.70
Brewis Red Lake	3½	9½	+171.4	13
Detta Minerals	6¼	.15	+140.0	14½
Newlund	.78	1.85	+137.2	2.37
Golden Manitou	2.60	6.00	+130.8	6.10
Homer Yellowknife	5	.11	+120.0	10⅝
Violamac	.38	.83	+118.4	1.20
New Bidlamaque	3¼	7	+115.4	7
New Calumet	1.28	2.70	+110.9	3.20
New Pacific Coal	.95	2.00	+110.5	1.45
Paymaster	.33	.69	+109.1	.79
MacDonald	.44¼	.90	+103.4	.87
Jellicoe	.7	.14	+100.0	.16
Eureka Corp.	.42	.82	+ 95.2	1.34
Guayana	.41	8½	— 79.3	.16
Chesterville	1.75	.44	— 74.9	.60
Cons. Lebel Oro	.26	.8½	— 67.3	.9½
Hosco	.15	5⅜	— 64.2	7½
Nechi Cons.	.70	.26	— 62.9	.45

Oils

"All that glitters is not gold." Similarly, all the oil issues that had high volumes in the 1950 western oil stock market didn't necessarily come out on top.

In fact, some of Canada's leading oil issues — Home Oil, Calgary & Edmonton, Royalite, etc.— being closely held, didn't even show in the list of 20 most active traders.

Hope of discovering oil, in many cases, proved as strong a bullish stock market factor as actual discovery of oil itself.

Central Leduc: Discovery of oil in the south part of Acheson played the role of creator of a heavy demand for this issue in 1950. So did discovery of gas at Valleyview — and general buying of oil stocks.

General Pete.: Successful development of the Joseph Lake oil field, a share in Redwater oil developments, a lucrative contract drilling business—these contributed to the rise of over 350% in this company's stock price.

Pacific Pete.: Extensive successes in Redwater, Excelsior and other areas, plus sponsorship of Westcoat Transmission Lines, played a large part in creating demand for this company's shares. A large N. Y. interest developed.

Atlantic Oil: A close partner of Pacific Pete., which holds control, Atlantic shared in Redwater developments, secured substantial cash payments on account of its wild Atlantic No. 3 well.

Superior Oils: A large share in development of the Joseph Lake oil field plus a share in Redwater drilling created interest in this growing company.

Anglo-Canadian: While only 16th in the volume list, this company held plenty of interest for shareholders in 1950: Woodbend drilling proved productive; substantial new financing was completed with convertible debentures; and acreage interests were broadened materially.

IN VOLUME OF TRADING

Stock	No. Shares Traded	Open $	Close $	Now $
Mid-Continent	6,532,550	.04	.18	.15½
Oil Selections	4,195,000	.04	.15	.17
Central Leduc	3,688,995	1.45	2.30	2.45
Tower	3,490,280	.42	.35	.40
Pan Western	3,409,500	.20	.42	.45
Del Rio	2,535,125	.66	1.15	1.25
Pacific Pete.	2,444,709	4.63	8.00	8.45
Atlantic	2,345,210	1.33	2.55	2.70
Calmont	2,079,922	.54	.88	.92
Superior	1,907,350	.46	.80	.85
New Pacalta	1,580,198	.10½	.11½	.10
New Br. Dom.	1,335,996	1.14	1.23	1.35
Decalta	1,324,500	.15	.22½	.25
East Crest.	1,166,764	.05½	.12	.12½
Garrison	1,124,076	1.95	1.50	1.60
Anglo Cdn.	1,066,367	4.65	4.85	5.75
Acme Gas	1,048,971	4.75	.11	.11¼
Jupiter	921,520	.45	.65	.80
Roxana	913,100	.45½	.28	.36
Coastal	881,272	.43	.77	..

LEADERS IN PRICE CHANGES

Stock	Open	Close	% Change	Now*
Admiral	.3	.16	+433.3	.16¾
General Pete.	1.10	5.00	+354.5	5.35
Mid-Continent	.4	.18	+350.0	.18
National	.38	1.70	+347.3	1.85
Oil Selections	.4	.15	+275.0	.18
Commoil	.55	1.50	+172.7	1.55
United Oils	.20	.46½	+132.5	.53
Acme Gas	.4¾	.11	+131.6	.12
Calnorth	.10	.22¾	+127.5	.26
Federated Pete	2.25	5.05	+124.4	5.90
East Crest	.5½	.12	+118.1	.12½
Northern Extension	.8	.16	+100.0	.17
Superior	.40	.80	+100.0	.88
Atlantic	1.33	2.55	+ 91.7	2.60
McDougall-Segur	.10	.18	+ 80.0	.23
Coastal Oil	.43	.77	+ 79.1	.77
Del Rio	.65	1.12	+ 72.3	1.17
Pacific Pete.	4.65	8.00	+ 72.0	8.50
Petrol Oil	.21	.35	+ 66.7	.35
Calmont	.54	.88	+ 62.9	.90
Central Leduc	1.45	2.30	+ 58.6	2.40
Alberta Pacific Cons.	.23	.35	+ 52.2	.37
Decalta	.15	.22½	+ 50.0	.25
Model Oil	.33	.47	+ 42.4	.45
Commonwealth	1.38	1.85	+ 34.1	2.00
Foothills	3.30	4.35	+ 31.8	5.40
Highwood-Sarcee	.8	.10½	+ 31.2	.12
Nordon	.15½	.5	— 67.7	.10
Davies	.34	.19	— 44.1	.22
Roxana	.45½	.28	— 38.5	.36

*As at Jan. 18, 1951.

COMPANY REPORTS

NEWLUND MINES has "every reason to expect that exploration of the 350- and 500-ft. levels will meet with favorable results," declares President James Ingram in the company's first annual report for the year ended Sept. 30, 1950.

West of the shaft on the 200-ft. level, work has indicated an ore body 720 ft. long by 32 ft. wide with a medium grade of ore indicated by nine crosscuts put through the body.

A possible further extension of the zone to the west is indicated and while values have been irregular east of the shaft, indications are that further exploration could develop something of importance, Charles E. Coleman, consulting engineer, reports.

To Sept. 30, 1950, the company's treasury had received $425,000 through the issue of 1,450,000 shares to Prospectors Airways Co. and since that date an additional $400,000 has been realized through issue of 550,000 shares additional.

Options are still outstanding to Prospectors Airways on another 500,000 shares for a total of $625,000.

Approximately $600,000 is now being spent on installation of company's own mining plant and requisite buildings together with construction of a 10-mile electric power line. A modern bunkhouse and cookery have been completed and other construction is proceeding as rapidly as possible.

On the adjoining property of Windward Gold Mines, a shaft has been sunk to a depth coinciding with the 200-ft. level at Newlund and drifting east and west has commenced on the Windward ground. The east drift on Windward will be connected with the Newlund 200-ft. level; both properties are being operated jointly by the same technical staff with a view to economy and efficiency of operation. Windward will share in the capital cost and construction being undertaken by Newlund.

Balance sheet as at Sept. 30, 1950, showed current assets of $175,976 exclusive of $5,000 of supplies as against current liabilities of $16,697. Of an authorized capital of four million shares, 2,631,008 shares were shown outstanding.

IDB Loans in Dec. Up $3.7 Millions

MONTREAL (Staff) — Loans and investments of Industrial Development Bank totaled $25,296,983 at Dec. 30,1950, up $3,747,430 from Nov. 30, 1950. Guarantees and underwriting agreements at $360,000 were off $3 millions and Government of Canada securities at $2,186,657 showed a $3,617,453 drop. Comparative statements showed:

	1950 Dec. 30 $	1950 Nov. 30 $
Assets:		
Cash on hand & in banks	39,368	58,272
Dom. Govt. sec.	2,186,657	5,804,110
Loans & invests.	25,296,983	21,549,553
Guarantees & u/w agreements	360,000	3,360,000
Property held for sale	36,506	35,410
All other assets	305,371	345,777
	28,224,886	31,153,123
Liabilities:		
Capital paid-up	25,000,000	25,000,000
Reserve fund	2,217,939	2,217,939
Cont. Liab. re guar. & u/w agreements	360,000	3,360,000
Reserve for losses	400,000	400,000
All other Liabs.	246,946	175,184
	28,224,886	31,153,123

Callinan Flin Flon Getting Ore Body From Hudson Bay?

"What's behind the market activity in Callinan Flin Flon shares?" This was a question going the round of mining circles this week. A deluge of buying orders started to come into this issue late last week, heavy buying continued in the current week.

The company's management reported no work proceeding at the property, which adjoins Hudson Bay Mining & Smelting Co., and was at a loss to explain the sudden demand for the issue. From Winnipeg came the rumor that Hudson Bay Mining & Smelting Co. had hit an ore body which was striking into Callinan ground but there was no immediate confirmation.

One of the factors which caused comment was that one Toronto brokerage firm known to be closely associated with a Hudson Bay director, purchased over 100,000 shares on the Toronto Stock Exchange on Friday, Jan. 19. Individual market orders ranging up to 30,000 shares each were placed this week by others although there appeared to be no really active sponsorship of the issue by one source.

LAKE SHORE MINES reports production of $1,379,331 from 91,338 tons of ore milled in the three months ending Dec. 31, 1950.

Profitable Operation
Requires Adequate
Working Capital

THE officers of many business concerns, both small and large, find that changing conditions have brought changes in their financial needs. Working funds which formerly were adequate are no longer sufficient to permit operation at top efficiency. We shall be pleased to discuss with you, ways and means of providing additional working funds as needed.

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Each issue also contains a summary of the financial affairs of one or more prominent Canadian Companies. Clients tell us that this Review is invaluable to them when investing or "trading" in Stocks and Bonds. When writing for the current issue, please mention this paper.

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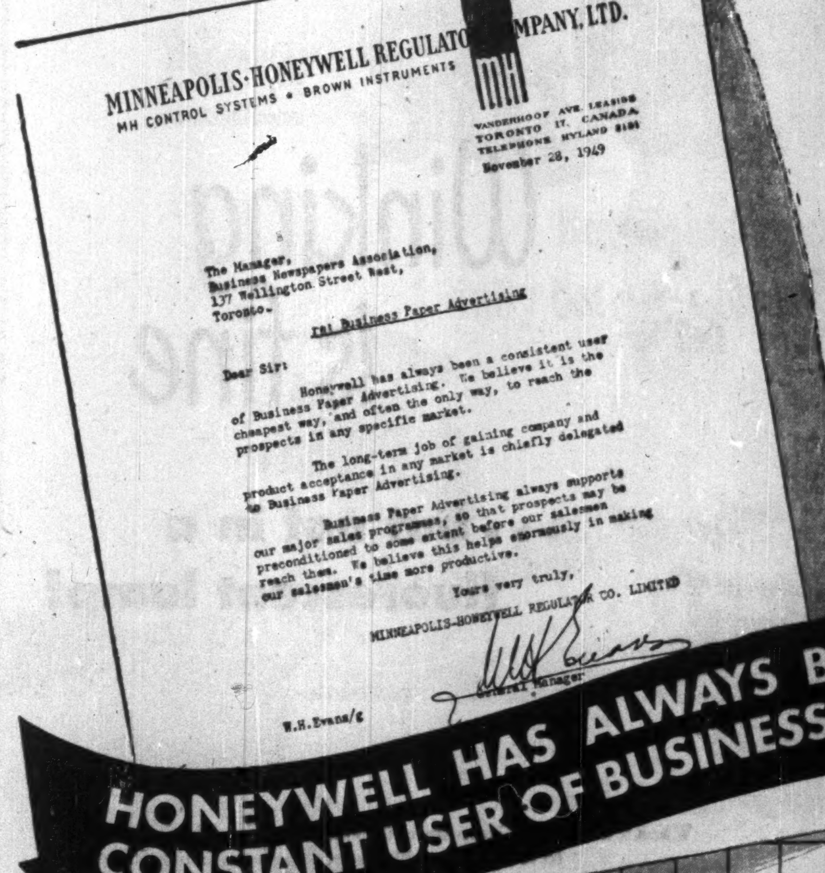
MINNEAPOLIS-HONEYWELL REGULATOR COMPANY, LTD.
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VANDERHOOF AVE. LEASIDE TORONTO 17, CANADA TELEPHONE HYLAND 8181
November 28, 1949

The Manager,
Business Newspapers Association,
137 Wellington Street West,
Toronto.

re: Business Paper Advertising

Dear Sir:

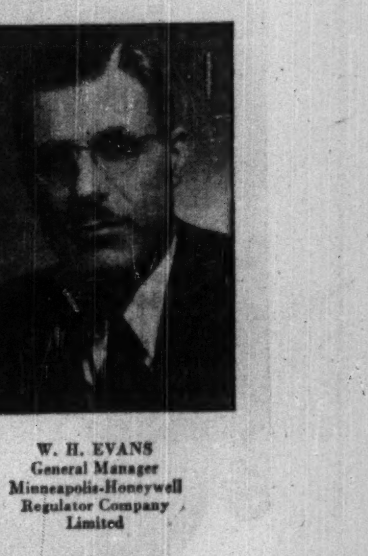
Honeywell has always been a consistent user of Business Paper Advertising. We believe it is the cheapest way, and often the only way, to reach the prospects in any specific market.

The long-term job of gaining company and product acceptance in any market is chiefly delegated to Business Paper Advertising.

Business Paper Advertising always supports our major sales programmes, so that prospects may be preconditioned to some extent before our salesmen reach them. We believe this helps enormously in making our salesmen's time more productive.

Yours very truly,
MINNEAPOLIS-HONEYWELL REGULATOR CO. LIMITED
General Manager
W.H.Evans/g

HONEYWELL HAS ALWAYS BEEN A CONSTANT USER OF BUSINESS PAPERS

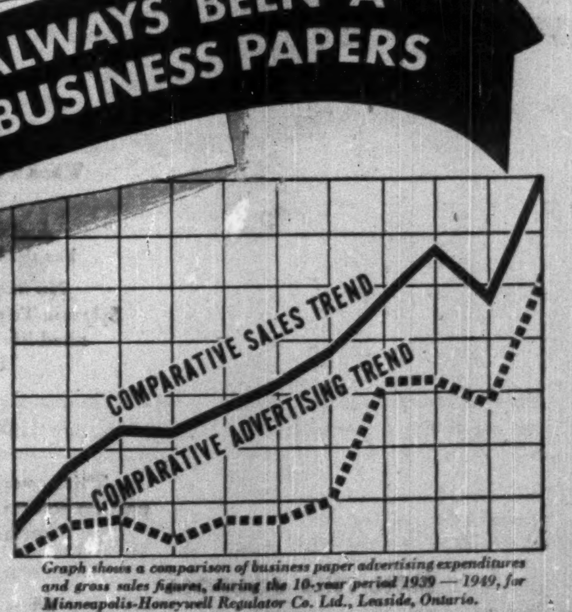


W. H. EVANS
General Manager
Minneapolis-Honeywell Regulator Company Limited

"In making our salesmen's time more productive, business paper advertising helps enormously!" So states Mr. W. H. Evans, General Manager of Minneapolis-Honeywell, in the letter above.

Serving every type of manufacturing and process industry, this company maintains offices at Leaside, Montreal, London, Winnipeg, Calgary, and Vancouver. But they find business paper advertising is the most economical way—and often the only way—to reach their prospects. How their use of business papers has increased, and how their sales have increased, is shown in the accompanying graph.

The B.N.A. includes merchandising, industrial, service, and management publications, serving every branch of business and industry. One or more of them covers YOUR prospects, economically and effectively.



Graph shows a comparison of business paper advertising expenditures and gross sales figures, during the 10-year period 1939 — 1949, for Minneapolis-Honeywell Regulator Co. Ltd., Leaside, Ontario.

The emblem that identifies BNA *business papers of character*

BUSINESS NEWSPAPERS ASSOCIATION
OF CANADA

GUARANTY DIRECTOR

THOMAS M. MUNGOVAN, K.C.

whose election to the Board of Directors of the Guaranty Trust Company of Canada is announced. Mr. Mungovan heads the legal firm of Mungovan & Mungovan; is a director of Premium Iron Ores Limited, Transcontinental Resources Limited, Republic Finance Corporation Limited and other companies. *

What's Outlook for Booming Furniture Industry?

Show Sales Forecast Spurt; Prices Up; Some Items Short

By W. L. DACK

"We sold half a year's production in three days."

The speaker was one of 260 Canadian furniture manufacturers whose combined displays of 1951 furniture fashion last week covered 40 acres of the Canadian National Exhibition's Coliseum and Automotive buildings.

He's typical of most of the other exhibitors. Recent shows at Montreal and in the Kitchener-Stratford area report pretty much the same buying stampede.

"We've never seen anything like it," a Toronto official told The Post. "Sales ran at least 50% ahead of last year as retailers rushed to pile up inventory, almost at any price."

Buyer after buyer swarming through the well-stocked booths seemed intent only on beating shortages and higher prices. To get what he wanted he had to take up to six months delivery.

Before him, he had visions of bedroom and dining-room furniture without any metal, of chrome dinette sets disappearing from the market by next summer or fall. He was thinking of upholstered goods without springs, and fabric coverings limited to a few standard colors. He remembered World War II's inferior quality wood and wood finishes.

But perhaps more than anything else urging him to buy is the spiralling price trend. Practically every cost item going into furniture — burlap, cotton batting, fabrics, foam rubber, metal, labor — are all rising.

"We figure our resources are better employed now in a warehouse full of furniture than cash or credit in the bank," a Montreal buyer says.

Set Furniture Fashions

But the shows are far more than glorified shopping tours. They are furniture fashion parades. They set the styles for the year ahead and point up the beginning of trends that could radically change the price and style picture several years hence.

Here for the first time buyer reaction tells the manufacturers just how well they've planned next year's products. It tells them whether the new line is just a year ahead of the market or whether the old lines they've been displaying with only slight annual modifications are at last out of style.

In the show-aisles, and later behind hotel-room doors, spirited dealers and dealer-salesmen discussions take place. Manufacturers listen in where they can. Leading problems are threshed out, basis of forward furniture planning laid down.

Evident at this year's shows were the strides made in manufacturing techniques since end of the war. The variety of finishes alone has meant setting up completely new finishing departments using new techniques. The widening range of clean-cut functional furniture styles has signalled gradual eclipse of the old master cabinet-maker; increasing importance of new mechanical equipment that will do two or even three jobs at once.

Where's "Canadian" Design?

But a few of the more imaginative dealers, and any industrial designers who happen to visit the shows probably came away disappointed that again this year there was little evidence of truly original Canadian design. Although a good deal of it is new to Canada, most of it represents copies — straight, or with some modifications — of designs developed in other countries, mostly in the U. S. The manufacturers are again "playing it safe" they'll say, producing for the market they know is there rather than taking a chance on pioneering something whose market reception would be highly doubtful.

Manufacturers have heard this criticism often before. Under current market conditions, where they are finding it "touch and go" just to keep up to orders on hand, they are not too concerned. After all, the industry is in its biggest boom in history with a 1951 sales objective far over $100 millions — four times the annual prewar volume. It's a boom that in some cases is posing as tremendous a challenge as did the lush hardwood forests of southwestern Ontario around the turn of the century. The challenge: to meet fully Canada's sudden, and more discriminating, spurt in furniture demand at a profit and without over-expansion.

If half the nation is still living with the overstuffed chesterfields and dark, massive furniture of its parents' day, that is hardly the responsibility of furniture makers, they claim — unless they are remiss in not using more high-pressure salesmanship. After all the more modern, functional lines are available when the people want them.

But manufacturers can't afford to anticipate the market too much, they say, if they want to stay in business. And if the ability to stay in business over two wars and through as many depressions is any yardstick of success, then company after company has chalked up enviable records. There are 15 firms in Ontario alone which have been successfully making furniture for a half century or longer and at least eight of these are still controlled by the families which established them.

An Area Industry

Let's look at a characteristic sample of the industry, see what plants look like and learn some of the problems facing management today.

From a tight little industrial empire in southwestern Ontario bounded by such towns as Preston, Listowell, Stratford and with Kitchener-Waterloo at its heart comes a big slice of Canada's annual $100 million furniture output.

In a car, and without losing any time, you could probably pay a fleeting visit to every plant in one day. You'd find they look startlingly alike, that many of them are owned and actively managed by the second and third generation of the founder's family.

It's an industry of contrasts, not only in the range of products that come from the same equipment using the same raw material, but in the business atmosphere. There's brisk, enterprising operation where new lines are being introduced every year, old ones ruthlessly scrapped, cheek-and-jowl with a plant that has been turning out the same products for the same customers for many years.

In touring the area, radical changes suggest themselves — amalgamation of smaller units to reap the benefits of longer production runs and more economically integrated operations; employment of more modern, automatic equipment in some plants and greater use of conveyors for handling equipment; introduction of more labor incentive systems; greater use of creative designers and less dependence on U. S. as a proving ground.

However, a more thorough look into the industry makes some of these suggested changes look pretty idealistic right now. It's a case of some of the changes being too far ahead of the market, others like amalgamation probably not desirable at all, particularly in the case of better quality furniture. Others like equipment streamlining and labor incentives are already being introduced by some companies.

Influence of Big Market

The most important single factor shaping Canada's furniture history is this: we are still essentially a small market alongside the huge U. S. market, and because of national advertising, Hollywood, travel, etc. we are acquiring more and more of the big market tastes and at a faster pace.

Why don't we develop more original lines of our own?

Management sums up the essential problems this way:

Canadians have little or no confidence in their own furniture tastes in new lines. Before paying out money, they would rather be sure that the new line had "taken" somewhere else. This somewhere else generally means in the U. S.

It's not always a case of the prospective buyer not being sure whether he likes the new line or not. As often as not, the buyer isn't sure that enough other Canadians will like the line to save it from early extinction.

Need Buyer's Confidence

Many furniture officials readily admit that the industry might do more than it's doing to instill greater buyer confidence, particularly in new lines. It would mean a costly national advertising program, tied in with a broad educational program designed to help the man in the street crystallize his ideas about what is "good" and "bad" in furniture.

That's where the National Industrial Design committee comes in. It was formed in June, 1948, to promote a greater use of Canadian talent in designing of all types of consumer goods. It is composed of some 30 manufacturers, retailers, designers, research and educational officials.

Among other things the committee offers five post-graduate scholarships in industrial design to graduates of Canadian schools of engineering or architecture. The committee is also sponsoring a nation-wide design competition to help stimulate interest in good industrial design among the public, designers, manufacturers and retailers. The contest is open to any resident of Canada and is for a good design of any manufactured object for use in the house or garden. Prizes are $2,500, $1,500 and $1,000 and contest closes March 15, 1951.

Influence of U. S. Patterns

Up to now, most enterprising producers and retailers who have introduced modern furniture lines onto the Canadian market before they have had time to "season" in other large markets have had very disappointing results. Many manufacturers readily admit to copying U. S. designs and most agree their products are strongly influenced by U. S. patterns.

Officials of most of the large Canadian furniture firms attend the annual U. S. trade shows at Grand Rapids, Mich. and Chicago each year to get new ideas and watch the design and price trends in U. S. furniture lines. They often purchase samples and reproduce them in Canada, either exactly or with only slight modifications. A few firms produce American designs under royalty arrangements with U. S. producing firms. In these cases the domestic producer obtains not only the actual design from the U. S., but also all production details.

The fact that there is little or no registration of furniture models in Canada, partly because these laws are so easily circumvented by slight modifications in design — a different angle on a leg, an extra brace, etc. — makes for a good deal of copying in the industry. One Stratford firm has had to take action on several occasions to protect one of its better-known lines from being cheaply mass-produced by a maker of low-priced furniture. In each case a letter from the firm's lawyers has been sufficient.

Manufacturers of better types of furniture are all of one voice on this point; there must be an overhauling of the registration laws as they pertain to furniture before they will feel justified in paying out substantial sums on design and development of new, original lines.

Trend to fewer lines

Specialization has hit the furniture industry, too, particularly in the U. S. The trend is toward mass production of fewer lines. For instance, where a manufacturer formerly made a complete dining room suite, now an increasing number make only the table and perhaps the sideboard, buying the chairs from companies specializing in that line.

This specialization hasn't advanced very far in Canada as yet — although there is some of it in the office furniture field. Manufacturers feel they would be pretty vulnerable in case of war or return of hard times if they were to convert to costly automatic production of one or two pieces only. Furniture makers know from experience how persistently people can stick to the same old furniture once the pay envelope starts thinning. Rates of marriage and new housing construction — the very marrow of the furniture market since the war — start to fall off sharply then too. But almost every manufacturer will say the specialization move is inevitable.

The Replacement Market

But industry officials admit they haven't done much yet to crack the difficult replacement market, and after all in normal times that should be the industry's bread and butter. Since the end of the war, the thousands of families moving into new dwelling units have been relatively easy selling. They had to buy, and price restrictions hasn't been too serious a factor. But once that stops, the industry feels it will have to put its advertising and sales promotional brains to work on shaking the family loose from outmoded furniture models.

But if Canadian furniture makers have been slow to develop original lines, they have effected a virtual revolution in furniture making techniques in this country in the last 10 years. In the process hand labor has shrunk to the minimum. Wooden pieces today are practically all machine-made by special equipment. The skilled cabinet-maker as a class is rapidly disappearing.

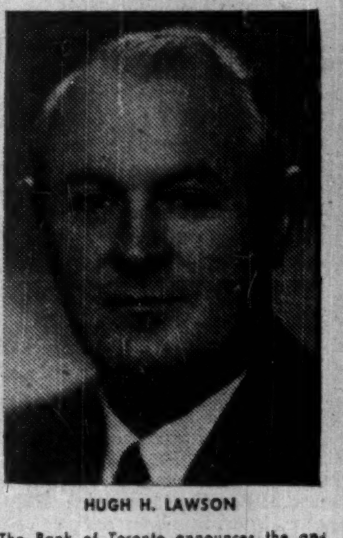
Modern dry-kilns have made it possible to take green lumber from the saw and dry-kiln it in a matter of weeks where it took months. The lumber can be controlled to the finest moisture requirements. Development of new synthetic glues and high frequency glueing methods brings a better job in less than half the time in some departments. Today a straight-line rip-saw can cut out a piece of lumber so smoothly that it can be glued at once without any laborious sandpapering job. Automatic shapers, turning lathes, etc., all help to cut down cost element. Greater use of conveyors in materials handling has speeded up the work both in and outside the plant.

Today's Style Trends

From a survey among furniture manufacturers and retailers, The Financial Post lists these outstanding customer trends today:

1. **The swing** is definitely to modern with its simple, functional lines and usually light finishes. Sales of traditional furniture types holding about steady at the moment. On a national basis, sales ratio might work out at around 60% traditional to 40% modern. Traditional still preferred in the Maritimes, Quebec and parts of the West Coast.
2. **Popularity** of sectional, interchangeable furniture increasing rapidly because of flexibility afforded in room arrangements. Many young homeowners start purchases off with one or two sections and idea of adding to them later. Smaller homes and small apartments have built up a growing market for these scaled, modern types.
3. **Steadily increasing importance** being placed on color in upholstery, drapes, woodwork, floors, etc. Young homeowners are much more conscious of color and are requiring an ever-widening range of colors and patterns to choose from. Popular home-furnishing magazines are playing an important part here.
4. **Big trend** particularly in the livingroom, is light furniture contrasting against dark-colored walls. At the moment, however, more purchasers are coming to see the possibilities of darker mahogany, oak, maple finishes when contrasted against light walls with shades reproduced elsewhere in room.
5. **Each room** in the home is being lived in more today and therefore receiving more careful decoration attention.
6. **European influence** in design is rapidly increasing, particularly Danish, Swedish and central European design.
7. **Still a steady though restricted market** on part of institutions and high income bracket groups for expensive reproduction furniture types. A piece of modern furniture carefully placed is now thought to contrast interestingly with a reproduction set.

Bank of Toronto Director



HUGH H. LAWSON

The Bank of Toronto announces the appointment of Hugh H. Lawson, Vice-President and Director of York Knitting Mills, Limited, to its Board of Directors. Mr. Lawson is also Director of Canadian Industries, Limited, Canadian Surety Company and other companies, and is a past President of the Toronto Board of Trade. *

BELGIUM GLOVE & HOSIERY CO. OF CANADA has called a special general meeting of shareholders for Jan. 25 to consider by-laws changing the company name to "Belgium Stores Ltd." and changing its head office from Montreal to Charlottetown, P.E.I.

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Annual Report Reveals Impressive Growth

Deposits	
1945 ....$	4,100,384.21
1949	18,160,545.63
1950	**20,141,926.71**
Cash, Bonds and other liquid securities owned by the Company are 105.70% of Savings Deposits.	
Estates, Etc., Under Administration	
1945 ....$	18,536,017.54
1949	40,041,834.73
1950	**44,856,013.94**
New appointments as Executor and Trustee under wills increased during the year.	
Assets in the Hands of the Company	
1945 ....$	23,416,281.36
1949	60,095,115.97
1950	**66,946,641.85**

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COMPANY OF CANADA
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Winking is fine
... but not in a fluorescent lamp!

When a fluorescent lamp starts to wink and blink, that's the time to look for trouble; maybe the lamp is burning out.

And that's the time to ask yourself these questions: How long has the lamp lasted? How much light did your lamp dollar buy?

No fluorescent lamp is immortal but here is an interesting fact: Sylvania Triple-Life Fluorescent Lamps, now made in Canada, have a rated life of 7,500 hours—an increase of 200% over the previous industry rating. This means that under normal operating conditions these lamps can be expected to last:

2½ YEARS IN STORES • 3 YEARS IN OFFICES AND PLANTS
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This remarkable performance results in impressive economies. Not only do you save on your lamp purchases through longer life; you make further savings on labor for replacement. Sylvania Triple-Life Fluorescents are giving more actual light value—greater lighting efficiency—in plants, stores and offices right across Canada. Find out what Sylvania can do for *you*. Get in touch with your local Sylvania Distributor or mail the coupon.

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$58.00 up—March 22 to 25. By air, including transfers between New York airport and hotel, taxes, hotel room with private bath, broadcast tickets, optional sightseeing.

IN BERMUDA

$200 up—March 22 to April 2. By our special train to New York, thence the popular QUEEN OF BERMUDA, including Bermuda hotel and meals.

$202 up—March 22 to April 1. By air via New York, including New York hotel room and bath, popular Bermuda hotel room and meals.

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Atomic Bombing And Life Insurance

U. S. Companies Discuss Possible Effects—How Loss Would be Distributed——Over-all Board May Prorate Risk to Protect Companies

How would an atomic bombing attack affect the life-insurance business and its policyholders?

While some recent pronouncements have indicated that the effect of an atomic bomb has been greatly over-estimated, it still appears the most powerful weapon yet invented and an intensive raid could easily cause catastrophic losses to life-insurance companies.

Discussions at the Life Insurance Association of America annual meeting indicated a general belief that the companies would meet such obligations probably through distributing the risk. Methods of doing so are under consideration. One reason for the discussion is that in event of enemy action in the United States, different companies would undoubtedly suffer different losses according to the areas bombed.

Canadian companies as yet have been only mildly interested in the problem but are watching discussions in the United States.

A tentative plan has been worked out there which if adopted would in effect reinsure the losses of all participating companies against this special hazard, thus prorating the risk and preventing any one company from suffering disproportionate losses. Such a plan if adopted will be worked out by a board of life-insurance executives chosen by the industry.

Some discussion was aroused as to whether the pooling arrangement should be confined only to an atomic bombing catastrophe or should apply to all mass claims resulting from atomic bombing or any other comparable enemy action.

An interesting feature of the over-all picture pointed out is the difference the time element makes. For example the probable casualties in the business sections of a large city would vary tremendously from daytime when thousands of people are working there to night time when comparatively few would be there.

There has been accord for an agreement that each company would bear its own losses up to a certain amount for each $1,000 of exposure and that all exceeding that amount be subject to pooling on a percentage basis still to be arranged.

Won't Destroy the Earth

Some interesting comment regarding the threat of atomic bombing of interest in this connection is contained in a brochure issued by the executive office of the president of National Security Resources Board Civic Defense Office, in the United States. This brochure suggests that many people are needlessly alarmed about the dangers of atomic bombing and it explodes some myths. It indicates that while the bomb is probably the most powerful weapon in existence, it still does not mean the end of everything. Here are some of its answers to common questions:

1. Is radioactivity the bomb's greatest threat?

"In most atom raids, blast and heat are by far the greatest dangers people must face. Radioactivity alone would account for only a small percentage of all human deaths and injuries except in underground or underwater explosions."

2. Is radiation sickness always fatal?

"In small amounts, radioactivity seldom is harmful. Even when serious radiation sickness follows a heavy dosage, there is still a chance for recovery."

3. Does doubling bomb power result in double destruction?

"When modern A-bombs can cause heavy damage two miles away, doubling of their power would extend that range only to 2½ miles. To stretch the damage range from two to four miles would require a weapon more than eight times the rated power of present models."

4. Will atomic power eventually destroy the earth?

"No. Atomic bombs hold more death and destruction than man ever before has wrapped up in a single package, but their over-all power still has very definite limits. Not even hydrogen bombs will blow the earth apart or kill us all by radioactivity."

Here are six survival tips given for use during atomic attacks.

Try to get shielded;
Drop flat on ground or floor;
Bury your face in your arms;
Don't rush outside right after a bombing;
Don't take chances with food or water in open containers;
Don't start rumors.

Reason for last suggestion is that in the confusion that follows a bombing, a single rumor might touch off a panic "that could cost your life."

Winnipeg City Tax May Up Tram Fare

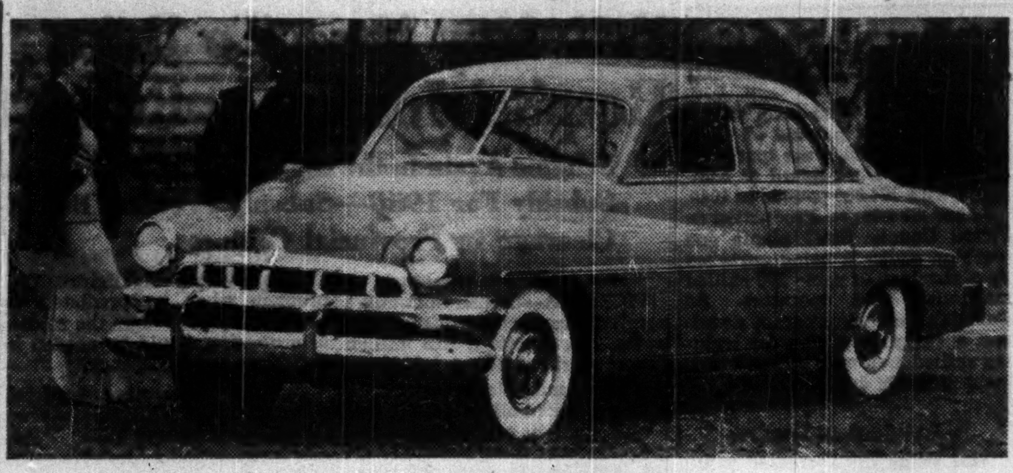
From Our Own Correspondent

WINNIPEG — Failing to get relief from the City of Winnipeg from the present 5% tax on gross earnings, the Winnipeg Electric Co. may apply to the Public Utility Board for an increase in fares.

Two increases have been given within the last 26 months and present fares are 10 cents single fare or three tickets for 25 cents.

The city's 5% tax on gross earnings costs the company about $300,000 a year. Its president W. H. Carter has estimated the transportation system would lose between $600,000 and $700,000 in 1951. Last year, he contented, it did not earn enough to pay interest on its bonds.

BRALORNE MINES operated below capacity in the last quarter of 1950 due to a manpower shortage which was not corrected until November. Gold recovery for the quarter was 15,643 oz. from 40,362 tons of ore milled, bringing cumulative total for the year to 77,239 oz. from 185,074 tons. The Crown shaft reached the 24th level by year end on way to objective at the 26th level. Values considerably higher than mine average have been obtained in limited drifting on "85" vein at the 26th level from the other shaft but widths have been narrow. Considerable improvement in width has been noted recently.



A redesigned front grille and bumper assembly, larger rear view window and extensive changes in rear end fender and bumper treatment are exterior appearance changes in the 1951 Monarch.

CMA Supports Colombo Plan

Full co-operation of Canadian industry, as represented by the Canadian Manufacturers' Association, has been pledged to the Government in its undertakings in the Colombo Plan for assistance to underdeveloped countries of Southeast Asia. (The Financial Post, Dec. 2.)

The CMA's Executive Council, meeting in Toronto this week, decided that it would be in the best long-run export interests of Canadian industry to assist by sending Canadian technicians to the countries concerned to help in development of their resources and industries and to offer training facilities in Canadian factories for engineers and other technicians from those countries.

The Colombo Plan, conceived a year ago and to which all Commonwealth countries have pledged financial and other support, calls for hundreds of technicians from Commonwealth countries to go to India, Pakistan and Ceylon alone in the next three years.

Similarly these countries are looking to Canada to undertake to place hundreds of trainees in her factories, to place students in Canadian universities, and to supervise teams of technicians seeking to improve their know-how abroad.

The Council took the view that co-operation of Canadian industry would bring great economic benefits to Canada especially when it reaches the point of requiring large quantities of capital goods for development schemes to be organized by Commonwealth technical experts.

Montreal Stock Short Position

MONTREAL (Staff) — Short position on the Montreal Stock Exchange totaled 10,256 shares in 39 issues at Jan. 15, against 13,149 shares in 39 issues at Dec. 30, 1950. Chief changes include:

Stock	Shares	Stock	Shares
Aluminium	+105	Dist. Seag.	—100
Asbestos	+190	Hud. Bay M.	+300
B. C. Forest	—800	Intl. Nickel	—1,090
Can. Cement	+300	Nat. Brew.	+335
C.P.R.	—975	Noranda	+175
Cons. Smelt.	+255		

On the Montreal Curb Market short interest amounted to 48,711 shares in 30 issues at Jan. 15, compared with 45,055 shares in 26 issues at Dec. 30. Chief changes:

Stock	Shares	Stock	Shares
Anacon	—1,200	Ford A	—100
Brown	+250	Pershcourt	+3,640
C. Marconi	—2,000	Sherritt G.	+800
Cons. Cent. Cadillac	+1,500		

Actual short positions were:

MONTREAL STOCK EXCHANGE

Stock	Shares	Stock	Shares
Abitibi	620	Hud. Bay Mng.	300
Aluminium	105	Imp. Oil	425
Asbestos	200	Itl. Nickel	60
B. A. Oil	100	Inter. Paper	1,166
Bathurst A	25	Massey-Harris	15
Brazilian	150	McColl-Front.	50
B. C. Forest	100	Mtl. Trams.	25
Bldg. Products	5	Natl. Brew.	1,185
Can. Cement	325	Natl. Steel Car	100
Can. S. S.	110	Noranda	250
Cdn. Brew.	1,005	Price Bros.	250
Cdn. Vickers	250	Royalite	300
C.P.R.	400	St. Law. Corp.	1,000
Cons. Smelters	440	Shawinigan	200
Corby's B	50	Stand. Chem.	100
Dist. Seagrams	100	Steel Co. of Can.	25
Dom. Bridge	50	Walker G. & W.	30
Dom. Coal B	100	Wug. Electric	265
Fraser	200		
Algoma Steel	50	39 Issues	10,256
How. Smith	75		

MONTREAL CURB MARKET

Anacon	8,000	Golden Man.	1,500
Ascot	12,100	Home Oil	1
Bathurst B	50	Jaculet	1,500
Bouzan	1,000	Joliet-Quebec	200
Brown	1,275	Kerr-Addison	100
Cal. & Ed.	100	MacDonald	300
Can. Vinegars	50	MacLeod Cock.	200
C.I.L.	100	Minn. & O. Pap.	25
Cdn. Marconi	650	Montauban	140
Cartier Mal.	7,000	Pershcourt	3,640
Comm. Alco.	1,500	Quebec Man.	1,500
Cons. Candego	1,000	Sherritt G.	1,000
Cons. Cent. Cadillac	1,500	Un. Asbestos	2,000
Cons. Paper	580	Wendell	1,000
Ford A	100	30 Issues	48,711
Gaspe Oil	600		

This Man Writes —

In our opinion, The Financial Post, one of the greatest business publications in America, uniformly carries each week just about the most timely, thoughtful and constructive editorials one can find anywhere. With a staff of expert reporters gathering source news, The Post editors get down to bed-rock and hard-hitting directness. As a guide to shaping national policies, particularly in these times, the opinions of The Post ought to be prescribed reading for all legislators.

AN EDITORIAL BY THE CANADIAN STATESMAN, BOWMANVILLE, ONT.

What's Ahead in Fine Papers? Mill is Gloomy Over Prices

MONTREAL (Staff) —Howard Smith Paper Mills this week explained to its customers the recent price increases for its fine papers.

There's little comfort in its four-page brochure for those looking for a reversal of the present trend. Warns the company: "While no one can forecast the future, it is apparent that if present conditions continue, prices will tend to rise."

With aid of charts, Howard Smith points out that its major purchases — pulpwood, bleached sulphite pulp and labor—have all increased more than the selling price of its products in the past ten years. Puplwood is up 90%, bleached sulphite 121% and wages 118% against only a 56% rise in the average prices for 10 Howard Smith grades.

Demand Brisk

"At present, demand is greater than the capacity to produce. Almost frantically, buyers bid more and more for pulp, paper and paper products. The pulp mills therefore have to obtain more and more pulpwood." With other industries paying high wages, the woods operator, the pulpmaker and the papermaker have to pay higher wages to add to, or even keep, their present staffs, and prices increase all along the line.

From May, 1948, to May, 1950, Canadian fine paper prices were steady despite numerous increases in costs. In the company's case, some of the extras were offset through increased production, made possible by recent capital expenditures and improved over-all efficiences. New price schedules were instituted last May, including new differentials for the lighter weight papers and higher rates for various finishing room operations. While the new rates were of some relief, they still did not cover the higher costs, company states.

After Korea, keen competition in pulpwood and pulp markets pushed prices up once more and in October, company had to increase its basic prices again. In November, wages went up 5%-6% and recently bleached sulphite and unbleached sulphite prices were hiked by $10 and $15 respectively, forcing a general upward price revision once more on Dec. 26.

Even with the increases, Canadians are getting paper at prices in many cases below the U. S. and world markets, company points out. In a comparison of prices for some common grades, U. K. prices have risen 126.6%, U. S. 68.3% and Canadian 62.9% since 1940.

"We realize that these recurring price increases are objectionable and upsetting, but we know no way of 'bucking' a trend common to almost all industries, and to the rest of the world. We have, however, followed a conservative pricing policy and will continue to do so."

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Provincial Roundup

Significant events in public affairs and business in the Canadian provinces

British Columbia

Fraser Danger: Opposition is mounting to the provincial government's reluctance to ask for federal aid for protection of the $11,000,000 Fraser Valley dyke water control system. Recent erosion is now threatening collapse of the million-dollar Matsqui dykes. Such dykes and levees protect thousands of acres of valuable farm land as well as the Canadian National main line. At present $1.4 millions are being spent to widen ship channels in the Fraser River and construct more dykes and wing dams.

Vitamin Plant: A duplicate of the Swiss laboratory which provides the essential fatty acid claimed to be Vitamin F has been built at a cost of $250,000 at Saanichton, B.C.; 95% of the raw materials used in production are of Canadian origin.

Housing Project: Construction of a 400-home $3.5 millions housing project at Burnaby is planned by C. B. Riley Co. Homes will be in the $8,000 to $10,000 class.

• • •

Alberta

High Beet Crop: Another high beet sugar yield in Alberta has been predicted for this year. Beet sugar produced at the Raymond, Taber and Picture Butte factories last year totaled a record 123,802,300 pounds (1949—78 million pounds). Total of beets received at the factories was a record 445,164 tons.

• • •

Manitoba

New Grain Meter: A new grain meter for testing moisture content in 30 seconds has been developed in Winnipeg. Former instruments required about 35 minutes to complete a moisture test and then had to be cooled before a second test was possible. The new meter can be used on a second test immediately. It will enable farmers to determine moisture content of their grain before hauling it from the fields. Also, spoilage of much grain in storage may be prevented by frequent testing.

Ontario

Tobacco Growers: Charged with promoting fear among the growers at marketing time and not keeping grower members informed, the Ontario Flue-Cured Tobacco Marketing Association may reorganize itself as a growers' scheme under the Ontario Farm Products Marketing Act. Indicated demands for 130 million pounds of flue-cured leaf tobacco in Canada means growers will be allowed full base acreage this year. Last year growers were allowed to grow 83% of their base acreage with approximately 109 million pounds grown.

Quebec

Gondola in Montreal?: An unidentified city councilor has what he thinks is a perfect solution to the city's present transportation difficulties at low cost—instead of spending millions on subway construction, uncover the huge sewers under city streets, deodorize sewer and float to work in a gondola. The councilor is going to give the plan careful study before asking city council to convert Montreal into the Venice of North America.

Bomb Shelters: Canadian Construction Association President Robert Drummond stated in Montreal, prior to the Quebec Association convention (Jan. 21), that despite $3 billion construction spending this year there has not been one request so far for a bomb shelter, atom or ordinary. He added that no construction company as far as he knew was offering bomb shelters as a lure for customers. A shortage of steel would hold back mass construction of such shelters. Explaining he didn't quite know how to build such a shelter, he suggested "The best thing to do would be dig as deep a hole as you can, then fall in."

• • •

New Brunswick

New Hydro Power?: International development of hydro electric power sites on the St. John River in both New Brunswick and Maine to provide an estimated 350,000 hp will be discussed at the first meeting of the International Joint Commission slated for February. N. B. Resources Development Survey shows that by regulating the flow of the river at least three power sites below Grand Falls could be developed.

• • •

Nova Scotia

Wool Bonus: A bonus of two cents or more per pound on this year's net price of 46 cents per pound is in sight for Nova Scotia wool growers because of a strengthening in the wool market. For the first time since 1941 an increase in the province's wool production has been recorded. A total of 193,000 pounds of wool, produced in 1950, were marketed through the Wool Board as compared with 194,000 pounds in 1949.

Labor Shortage: Production in Pictou County Steel plants and machine shops is being curtailed by a shortage of some 200 skilled machinists and operators. As Canada's defense program develops, a stepped-up plan for training skilled men may be instituted, local officials believe.

Newfoundland

Seal Value Up: Increased value of seal oil and upward move in price of furs is expected to push activity in Newfoundland's sealing industry with the largest hunt for seal in many years. An unconfirmed report on embargo on Russian firms is expected to stimulate this year's seal hunt.

Anti-TB Fight: In the continuing battle against tuberculosis, B.C.G. vaccinations are to be made available first to St. John's children. Soon after this program has been started, the mass X-ray survey to be carried out by the Newfoundland Tuberculosis Association will commence.

Prince Edward Is.

Better Poultry: The Island Federation of Agriculture is acting on a government ultimatum to "produce better stock or else" in the poultry business, and has a plan for improving poultry marketing. There has been gradual improvement in quality due to the increased use of R.O.P. sires, but the plan may have to wait till after spring, as a large increase in chicks may have a depressing effect on the present unstable market.

Potato Demand Up: The potato marketing situation affecting the Island looks brighter. The U. S. demand for seed stock has improved; 41 million bushels have been shipped there under price support arrangements as compared to 15 million this date last year. The price however is still at support or less, ranging from 45c to 50c a bag for number one table stock.

BC Pushes New 'Wonder Drink' Frozen Concentrate of Apples

VANCOUVER — British Columbia may be first on the market with a new frozen concentrated "wonder drink"—apple juice.

Since the frozen concentrate of oranges and grapes began sweeping the market, apple men here have been experimenting with their product and now they have most problems licked.

"There's a race on between Pennsylvania, Washington, Massachusetts and B. C. to see who will get on the market first," says Paul Walrod, manager of the grower-owned B. C. Fruit Processors Ltd., "and we are going to win."

His company is making the juice at the Kelowna plant where it is chilled and shipped to B. C. Ice and Cold Storage Ltd. in Vancouver, where the concentrate is frozen out of the clear juice.

Apple growers hope that they can cash in the popularity for concentrates which has swept the country and which has put orange and grape growers in the U. S. on easy street.

In its concentrated form it can sell in almost any part of the country because with the water frozen out it has much lower freight rates.

Mr. Walrod, who is credited with originating the B. C. process which is patented and held exclusively by the growers company, said that his system retains the natural flavor of apple juice.

First batch of 10,000 cans will test the market here and down the coast to California.

The Kelowna plant is sending the machinery and crew to can the concentrate in Vancouver. Process is something like one of the old Applejack tricks. If you lived in a cold country you took a barrel of hard cider and put it outside in the winter so it would freeze solid. Then you took an augur and bored a hole into the centre of it where you found straight alcohol. In the non-alcoholic frozen juice the water is similarly frozen out and the concentrate crystallized so the barrel can be milked of the concentrate.

MR. FRANK M. KAY

Mr. Louis E. Probst, president, The Independent Order of Foresters, announces the appointment of Mr. Frank M. Kay as Superintendent of Field Work, with jurisdiction over the entire Sales Force of the Order in Canada and the United States.

Mr. Kay has been Assistant Superintendent of Field Work for Canada, and previously was Provincial Manager for Ontario. *

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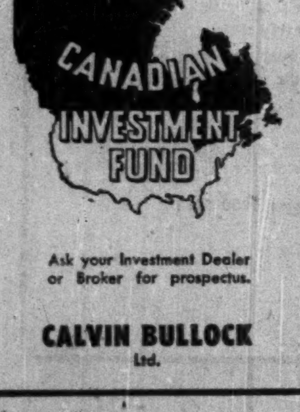

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COMPANY REPORTS

IMPERIAL LIFE ASSURANCE CO., at the end of December, had business in force, including retirement annuities, totaling $601 millions, a net gain of $32 millions over 1949. The actual gain was $45 millions but this was reduced by revaluation of sterling accounts at $3.20 equals £1, ($4 in the previous report), it was explained. Figures in the report accordingly are not strictly comparable. "This accounting procedure resulted in reductions, in the Canadian dollar equivalent of assets, liabilities and assurances in force as at Jan. 1, 1950. Increases in these totals during the year, as apparent from a comparison of the year-end reports of 1949 and 1950, are therefore reduced," the report states.

More group insurance was sold in 1950 than ever before by the company, new group business totaling $10.5 millions, and covering about 10,000 more employees. Managing Director A. Ross Poyntz also states that an "auspicious start" was made in accident and sickness insurance.

Total receipts were $27.5 millions and during the year company paid out to policyholders and beneficiaries, over $10 millions, of which $3.5 millions was on death benefits. In addition $5.1 millions was added to funds held for future policy payments. Total ledger assets were $163.7 millions of which 75% is in bonds and debentures. Rate of interest earned on invested assets was 3.65% (3.54% in 1949).

	1950 $	1949 $
Business in force	601,085,618	568,597,693
New business	73,121,991	67,976,592
Total receipts	27,517,239	26,715,141
Premiums	17,805,718	17,363,422
Inv. income	5,704,904	5,340,889
Other	4,006,617	4,010,829
Policy paytš.	10,395,038	9,399,200
Inc. in p'holders fds.	5,157,056	9,095,169
S'holders divds.	150,000	150,000
Other payments	3,176,124	2,752,923
Expenses, taxes	5,255,412	5,105,390
Adjust. in assets due to currency reval.	3,021,037	......
Liabs. to p'holders incl. actuarial res.	157,380,716	151,778,025
Liabs. to sh'holders	1,320,625	1,313,906
Other liabs., taxes	624,621	604,371
Total assets	168,215,185	162,229,674
Surplus pol. funds	3,790,000	3,700,000
Conting. res.	1,000,000	1,000,000
Free surplus	4,099,222	3,833,371
Int. earned	3.65%	3.54%

ROXANA OILS CO. option agreement with J. A. Whalen has been reinstated by Mr. Whalen undertaking to purchase 25,000 shares at 40 cents a share and the company has granted a three-months extension on balance of the option comprising 325,000 shares at 40 to 50 cents a share. Issued capital is 3,362,000 shares, leaving 1,638,000 in treasury.

DOMINION STRUCTURAL STEEL LTD. common shares were called for trading on the Montreal Curb Market Jan. 17, 1951. Listing covers 100,000 no par value shares.

B.C. May Have To Raise Hospital Insurance Rates

Scheme Again in the Red Despite Government Subsidy For 1950—Subsidy Problem Brings Cleavage in Provincial Cabinet

From Our Own Correspondent

VICTORIA—British Columbia's hospital insurance scheme is again in the red, despite a $2.5 million government subsidy for 1950.

Health and Welfare Minister Douglas Turnbull has indicated it may again be necessary to raise the premium ceiling above the $36 set a year ago. Increase will hinge on the subsidy which the government is willing to put up.

In the first two year operation, the government has poured $6,700,000 into the scheme. This is in addition to paying premiums for old age pensioners and social assistance cases and the 70 cents per patient day which the Province and the municipalities each contribute. Large provincial grants have also been made toward hospital construction costs.

Although an increase to $36 in premiums for couples or families of two or more, was authorized, it was not imposed last June, when it could first have been applied. This was because collections had improved and it appeared, for a time, that with the $2.5 million subsidy it might not be needed.

There is deep cleavage in the provincial Cabinet on the question of subsidies. At the start everyone agreed that the scheme should be supported by premium payments. It has never done so.

Relate Costs and Premiums

One faction in the Cabinet, opposed to subsidies, stresses that the only way to curb hospital costs is to establish a direct connection between costs and premiums so that hospitals would have only so much to spend each year. It is pointed out they would not then be operating with the knowledge that the government will bail out any shortages.

In the background is a strong move to prevent the budget from jumping too many millions next fiscal year. At $105.5 million, B. C.'s budget for the current year is far higher per capita than any other province.

A subsidy for hospital insurance means a higher budget.

Increased premiums are not reflected in the budget. They are paid directly into the self-contained hospital insurance fund.

A second group in the cabinet fears that if premiums go too high, it will increase the number of persons who cannot or will not pay. This group would favor a moderate premium increase with a subsidy to make up the balance.

Because of the cabinet split the whole question will be referred to the Coalition caucus next month.

Forecasters predict subsidies will continue because a subsidy is an easier political dish to hand out than a high premium increase.

Premiums are now $21 for single persons and $33 for couples or families of more than two. When the scheme started in 1949 they were $15 for single persons, $24 for couples and $30 for families of more than two.

More People Want Care

Toughest problem faced by hospital insurance officials is curbing hospital costs, which have soared ever since the scheme was started. Labor and material costs have been basic in the increase, but important, also, is the increased proportion of people who want hospital care when they are ill and their tendency to want to stay in hospital beds longer.

Dean M. M. Weaver of U. B. C. Medical School highlighted this problem when he predicted "a higher authority" than the medical profession would be needed to decide on bed occupancy.

Dealing with the reported shortage of hospital beds in Vancouver, Dr. Weaver said: "This city is not as badly off for hospital facilities as people would have us believe. The advent of hospital insurance has created a situation almost unique.

"No matter how many extra beds are provided, the day will come when it will be necessary to have someone pass judgment on admitting patients. Beds are being occupied now by patients who could have been discharged earlier.

"Judgment on a higher level regarding bed occupancy will have to take precedence over the judgment of doctors".

TOMENSON, SAUNDERS, SMITH & GARFAT LTD., insurance brokerage firm, has moved to larger quarters at 220 Bay St., Toronto. The firm now has a complete safety and engineering department under a graduate engineer.

3,717 Drivers Lose Licenses By Manitoba Law

From Our Own Correspondent

WINNIPEG — In the first five years' operation of Manitoba's Safety-Responsibility law of the highways, 3,717 motorists have been banished from the roads, possibly for good.

Some of them have a remote chance of getting back their driving privileges but only if they are able to get insurance companies to accept them as a risk. At the moment, the black marks on their driving records are too many to warrant the companies accepting them as a risk. Failing to get sufficient insurance to guarantee their financial responsibility in case of accident, their alternative is to deposit $11,000 in cash or its equivalent with the Provincial Treasurer.

The 3,717 banishments from the roads represent about 41% of all suspensions since the law became operative Dec. 1, 1945. At end of 1950, there had been a total of about 9,000 suspensions. Many of them have been able to re-instate themselves as operators of motor vehicles.

The past year there were 1,782, about 148 a month. There are now 719 back on the highways on probation, and subject to good driving conduct and favorable records they will be restored permanently.

C. E. SPOONER

B. M. DRAPER

Canadian Food Products Limited announces that C. E. Spooner has been appointed general manager of the Company's manufacturing divisions and that B. M. Draper has been made general manager of the retail divisions. The manufacturing divisions include Willards Chocolates, Limited; Suchard Canada Limited and Barker's Biscuits Limited, while the retail divisions consist of the Honey Dew division, Muirheads Cafeterias, Limited; Industrial Food Services Limited, Woman's Bakery Limited, Picardy Limited, including Window Bakeries in Vancouver. *

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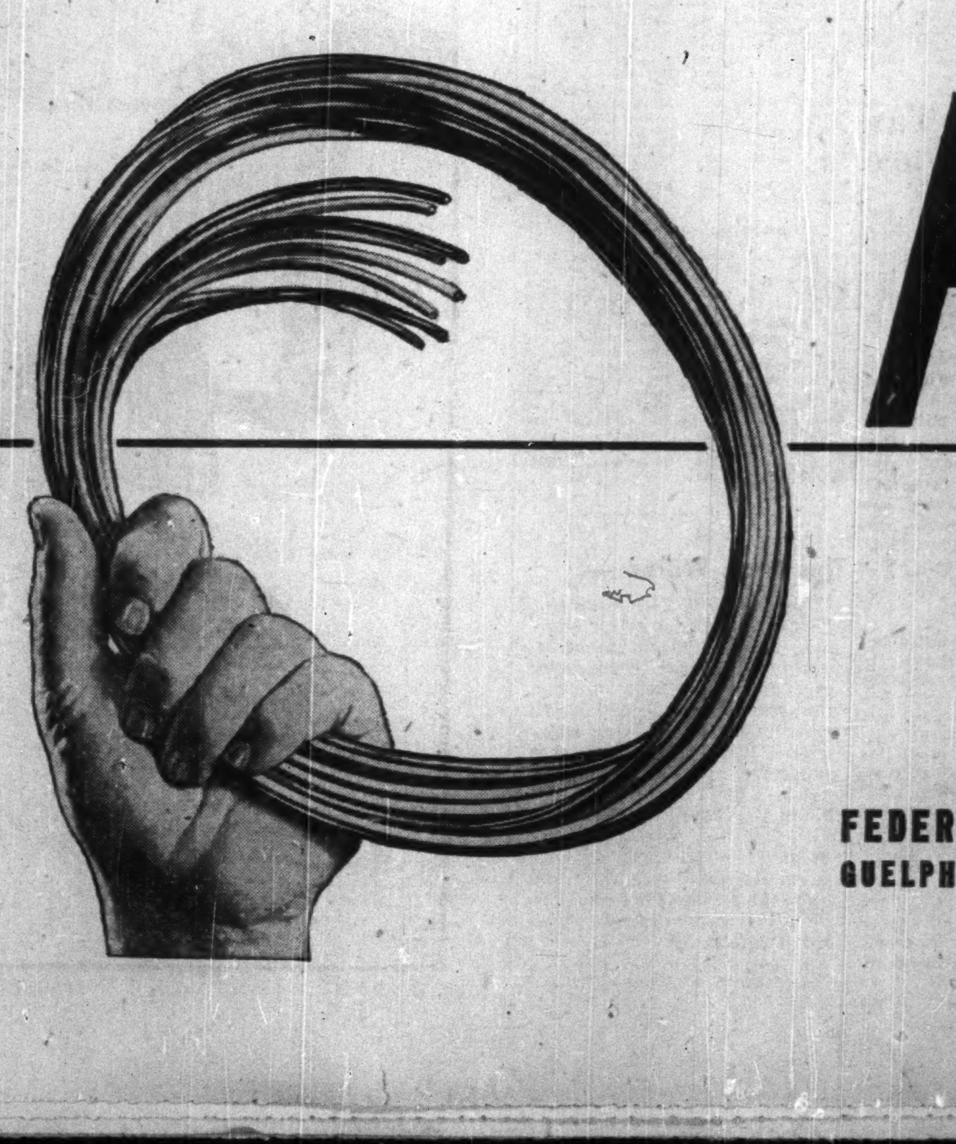

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Rising Costs, Shortages in Materials Add to Headaches For Construction Men

By JOHN CAULFIELD SMITH

QUEBEC — Canada's big-scale builders took time off this week from their record-breaking building drive to review the past, and try to assess the future.

They found the past encouraging. It all added up to a record $1,500 millions of construction contract awards in 1950, 34% over 1949.

The future looked encouraging too. But there were some clouds, such as rising costs, material and labor shortages, possibilities of controls.

Canadian Construction Association president Robert Drummond rapped out at escalator clauses on prices; asked members to "hold the line." (See digest of his speech, p. 20.)

The CCA president had good ground for his warning.

Rising Costs

For the first five months of 1950, as throughout 1949, average material prices declined moderately. The brightening supply picture eliminated expensive on-site delays and helped counteract soaring labor costs.

Reappearance of shortages and delays, and wage increase in the construction, manufacturing and transportation industries from June onwards, were reflected in higher on-site labor and material costs. Although these rises were tempered by improved techniques and exceedingly keen competition, average construction costs are now from 10% to 15% higher than a year ago.

Changed Emphasis

Major problem ahead is that of executing a tremendous defense-building program on top of record-breaking civilian demand for construction of all kinds. The projected $1¼ billion defense program, together with increased shipbuilding, freight car and allied requirements will place additional demands on construction materials and equipment, foreshadowing serious shortages. Certain controls affecting basic materials have already been imposed by the Government.

The CCA is well aware that cut backs and controls represent a negative approach. It promised two positive means of solving current difficulties:

1. More effective use of existing supplies and increased availability through expanded production and imports.

2. Development of a larger labor force.

President Drummond pointed out, in his annual address, that during the past decade Canadian manufacturers have met the challenge of unprecedented demand for construction materials by investing heavily in new production capacity.

However, he said, our country is still dependent on outside sources for a number of manufactured or processed items. By way of example, until our steel-making capacity is expanded, this material will be one of our greatest supply bottlenecks.

Large-scale multiplication of labor and material supplies cannot take place overnight. Yet much can be accomplished towards obtaining greater production with existing facilities. Improved efficiency in the forms of better organization, plant layout, techniques, tools and equipment, greater individual effort and reduction of wastage is the answer.

Also, there is no reason why less essential projects cannot be curtailed at the present time. The CCA has already appealed to government and private industry to do just that. Much was accomplished in the early post-war years through voluntary deferment of less-essential projects. This could be done again.

Roads, hydro-electric power development, badly needed housing and other developments necessary in conjunction with the defense program must, of course, be provided.

Here are highlights from committee reports (chairman's name in brackets):

Labor relations (H. P. Frid, Hamilton):

Many labor leaders and employers have recently stated the time has arrived for the national joint conference board to meet again, and come to a clearer understanding of our present problems, and agree on a labor formula that will make for co-operation and peace.

Civil defense (G. E. Crain, Ottawa):

"More concerted action is necessary on civil defense organizations in this country, and our builders' exchange groups are ready and willing to provide capable assistance."

Materials (Robert Drummond, Toronto):

"Production of steel ingots in Canada — currently upwards of 3.3 million tons per year — has risen but 5% since 1942. The construction industry, which used perhaps 25% of the country's steel supplies, is as yet the only industry whose consumption of steel has been directly restricted by government order.

Apprenticeship (J. M. Pigott, Hamilton):

The group of apprentices under formal indenture agreements, totaling 5,499 for all provinces except Quebec, cannot be said to be satisfactory. This figure should be doubled. Quebec, by striking out in the open field and abrogating the old apprenticeship agreement, under which the apprentice was articled to one employer, and taking on apprentices in the field at large, has nearly double the number of apprentices in all the other provinces added together.

Taxation (Albert Deschamps, Montreal):

Many firms in the construction industry formerly faced a serious problem through the combined effect of income tax and succession duties in the event of the death of a principal shareholder. The CCA showed leadership in submitting recommendations on this account to the Government, and it is gratifying that terms of the new section 95 (A) of the Income Tax Act alleviate the excessive tax burden to which private companies were potentially liable.

Legislation (E. S. Sargeant, Toronto):

Eight of the provinces have signed agreements with the Federal Government under the Trans-Canada Highway Act and an encouraging start on this highway took place during 1950. The recent announcement by the Hon. Mr. Winters that provincial governments must evaluate the immediate importance of the highway must be reviewed. This statement suggests that responsibility now becomes provincial with regard to the extent to which this project will proceed.

Kingsway Plans 50% Expansion Trucking Depot

MONTREAL (Staff)—To handle its increasing trucking business, Kingsway Transports Ltd. is adding to its warehousing and loading facilities at Montreal by 50%, company announces. The new facilities will come into operation in late February, at a cost of about $50,000.

The present Montreal depot has platform space to handle 20 large highway trailers and 20 local delivery trucks at one time. Special loading docks were built in another section of the yard to help out during and immediately after the rail strike last summer. Now the new extension will permit a further ten highway trailers to unload at one time.

Company has added more than 100 units to its fleet during the past year, bringing the total to 537. In addition, it has inaugurated a system of palletized freight handling, using fork lift trucks for loading and unloading, to take care of the expanded volume of freight.

ABOUT YOUR TAXES By STUART THOM, LL.B.

Erratic Methods of Old Cause Tax Grief Now

The Tax Appeal Board threshed some old straw in a recent group of judgments. The process is unavoidable as long as taxpayers advance arguments regardless of earlier adverse decisions. The taxpayers in turn frequently have good reason for insisting upon an airing of their troubles, which so often can be traced directly to the erratic administration of the Income War Tax Act by the Department in former days.

Generalizations must be put forward with caution and reserve, but it seems fair enough to say that it was a policy of the Department to give positive recognition to illegitimate practices as an alternative to amending the law. In this way, the administration of the law as distinguished from the law itself was adjusted to business realities, but in such manner that any obstreperous taxpayer could be brought up with a round turn if he failed to be properly appreciative. The principle of ignoring the law was strictly the prerogative of the Crown not for the first time in history, but as always productive of resentment and misunderstanding among the citizenry.

The recent appeal of the Alexo Coal Co. is a case in point. Over a period of more than 20 years the company had charged income with an amount in respect of its original mine development costs. As the judgment of the board makes clear, there was no authority in the statute for so doing. Nevertheless, the Department not only tolerated the practice but kept its own records of the write-off. Unfortunately for the taxpayer, the Department wrote off these admittedly capital expenses at a faster rate than the taxpayer. By the end of 1946 there was no balance on the Department's reckoning, but the taxpayer showed an amount not yet deducted. This the Department refused as a deduction in 1947. The taxpayer appealed and the board, which can only apply the law, perforce dismissed the appeal.

Realty Profits Ruling Upsets Public Practice

It is a question whether cases come before the appeal board as the result of a carefully planned government policy or a successful tax claim casually undertaken in the first instance provides a basis for future policy. In any event in the Cragg case recently decided by the board, the Department has obtained a restatement of what constitutes income at a time when demands for revenue are increasingly urgent. Taxpayers should beware and take cover if they can.

Cragg, over a period of years when he was regularly employed by an insurance company, bought and sold real estate on the side and made substantial profits. The tax board has held that his real estate activities amounted to a business and hence the profits therefrom are taxable.

Over 20 years ago in the Morrison case, the Exchequer Court applied similar principles to repeated grain market transactions but for reasons best known to itself, the Department did not press the advantage which it gained at that time. Not unreasonably it has come to be a firmly held opinion amongst taxpayers that in Canada, profits from incidental trading are not taxable even where the whole purpose of the trading was to realize the profit. If the Cragg case is indicative of a new approach by the Tax Department, the results will be both painful and confusing.

The situation is not improved by the part Ottawa has played.

In the first place, when a tax act has been given a particular application over a long period of time it might be thought that Parliament should have some say in any new interpretation of the words of the act which has the effect of collecting taxes formerly passed by. To argue that the Tax Department is only asserting well-established legal principles is to ignore the plain fact that as the result of its own policy these principles are not well established in practice.

Secondly, the Minister of Finance just a few months ago stated that it was not government policy to tax capital gains. It is now apparent that the law and the common understanding of the public with regard to capital gains are quite a long way apart. If the Minister was talking as a lawyer, it would have been helpful to have made that clear and to have accompanied his statement with a footnote to the effect that in the opinion of his officials, any trading activities conducted with an eye to profit were potentially income-producing.

Horseman's Winning Bets Ruled Taxable Income

Another long cherished axiom of Canadian tax practice has also been dealt a heavy blow. It has been generally considered that gambling profits are not taxable, but in the Badame case the Tax Appeal Board has held that, on the particular facts before it, such profits were taxable. Badame operated a small racing stable as owner, manager, trainer and handicapper. He spent his whole time at the tracks and made a practice of betting both on his own horses and other horses. He was assessed on his winnings and appealed. The board said that he was in "a more favorable position to pick winners than the ordinary bettor on horse races, thus reducing the element of chance usually involved in casual betting, and enabling him to organize his betting activities on a real business basis." It must not be thought that the board was of the opinion that Mr. Badame had found a way of taking the gamble out of horse racing for it also said "There is all the difference in the world between the ordinary bettor on horse races, even if this be his only occupation, and the present appellant, whose betting activities were so organized as to form an integral part of his business or occupation."

Royal-Liverpool Not Seeking New PPF App's in Flood Areas

The Royal-Liverpool Insurance group is accepting personal property floater insurance policy renewals in Winnipeg flood areas but not new business there. A despatch from Winnipeg in The Financial Post last week stated that the Royal-Liverpool group was continuing to solicit new personal property floater applications in flood areas. But an advertisement published in Winnipeg papers makes it clear that the group is not soliciting new PPF business there.

The group's advertisement says in part:

"We have every faith in the future of Winnipeg and the ability of its citizens to overcome threat of floods. We are not inviting new personal property floater applications in flood areas. We will demonstrate our faith in Winnipeg by continuing to cover the flood peril under our existing personal property floater policies, including renewals without discrimination."

Some weeks ago, because of the heavy losses in the Winnipeg floods a number of companies discontinued writing new PPF policies in the flood areas while others cancelled or limited existing contracts. The advisability of continuing to write this type of cover in the flood area, is slated to come up for review by the whole industry shortly, it is understood.

The Monarch Life Reports

45th ANNUAL STATEMENT

	As at December 31st. 1949	1950
NEW BUSINESS	$ 28,997,140.00	$ 32,038,663.00
BUSINESS IN FORCE	164,297,475.00	183,732,718.00

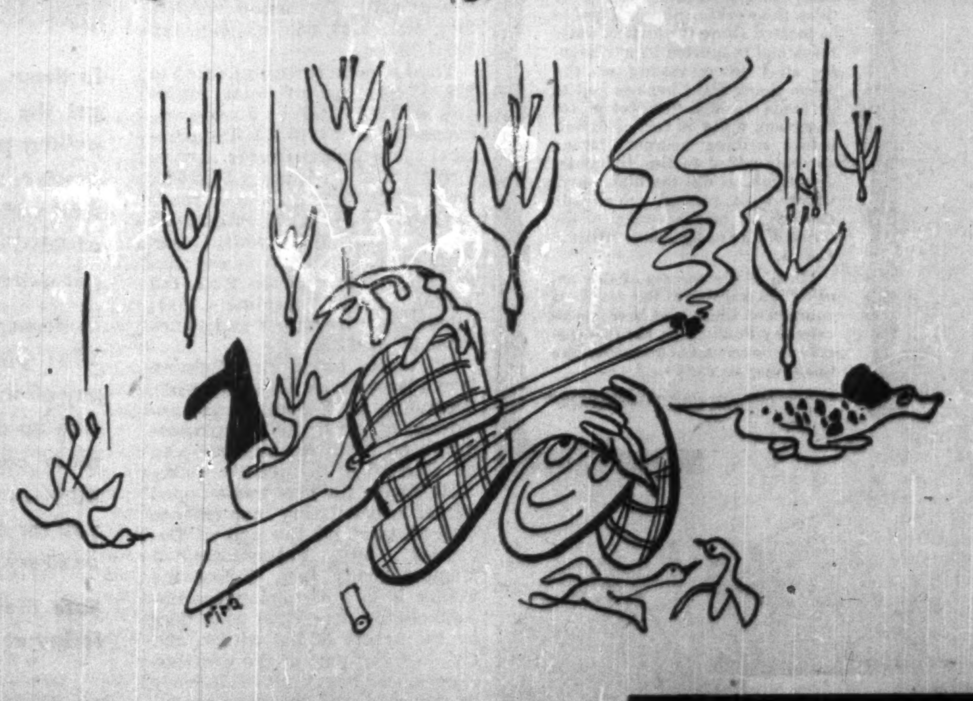
BALANCE SHEET (December 31st)

	1949	1950
ASSETS:		
Bonds and Debentures	22,674,767.26	24,867,687.50
Preferred Stocks	5,877,854.24	5,756,782.12
Common Stocks	1,336,965.35	1,453,323.00
Market Values exceed Book Values by a Substantial Amount.		
Mortgages and Real Estate	1,140,158.61	1,522,677.97
Loans on Policies	1,610,365.69	1,855,154.71
Cash in Banks and on Hand	213,346.49	241,067.99
Other Assets	684,414.28	789,699.47
TOTAL ASSETS	33,537,871.92	36,486,392.76
LIABILITIES:		
Policy Reserves	26,729,345.00	29,057,557.00
Policy Claims Awaiting Proof	92,689.25	124,023.27
Policyholders' Funds	2,385,104.24	2,524,981.30
Staff Pension and Insurance Fund	353,172.20	390,385.51
All Other Obligations	166,534.74	231,537.66
	29,726,845.43	32,328,484.74
Additional Funds for Protection of Policyholders and Beneficiaries		
Accrued Profits to Policyholders	556,687.00	602,571.00
Capital and Shareholders' Account	486,914.20	557,969.04
Reserve for Unreported Policy Claims	100,000.00	100,000.00
Contingency Reserve	1,500,000.00	1,500,000.00
Surplus Above Reserves	[illegible]87,425.29	1,397,367.98
	3,[illegible]1,026.49	4,157,908.02
TOTAL LIABILITIES	[illegible]	36,486,392.76

G. C. CUMMING, General Manager — J. ELMER WOODS, President

The Monarch Life Assurance Company

Not only how many... but also how well



*READERSHIP	Men & Women	Men Only	Women Only
Magazine Section	95.1	95.2	95.1
Photonews Section	100.0	100.0	100.0
Comic Section	87.5	92.4	82.4
Part or All of Novel	40.4	39.3	41.6

* This study was conducted by Canadian Facts Limited among readers of the January 21st issue from coast to coast. Copies of this study now available.

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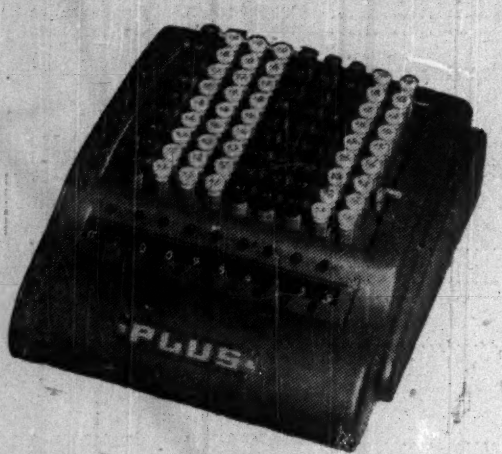

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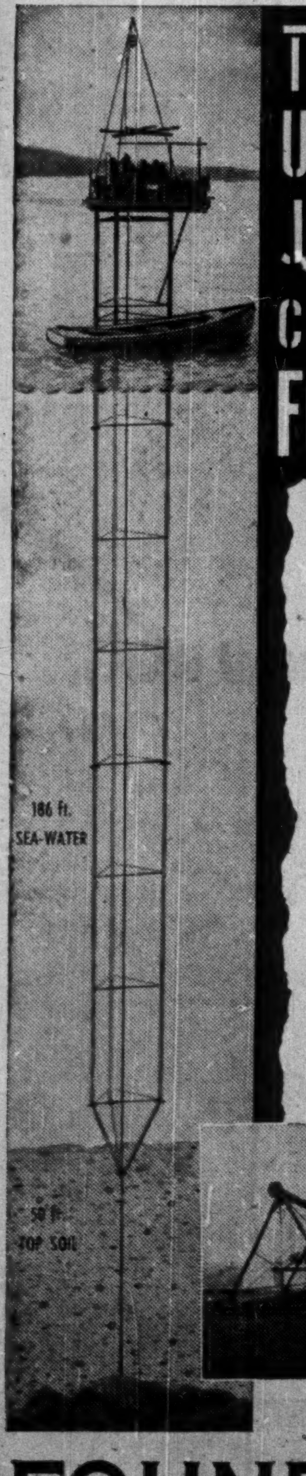
E. M. Saunders and C. G. King wish to announce the formation of Saunders, King Limited

Dealers in Canadian Government, Municipal and Corporation Bonds.

67 Yonge Street PLaza 6218
Toronto, Canada January 17, 1951

The UNUSUAL JOBS come to FOUNDATION



PROBE 40 FATHOMS TO REACH BEDROCK

The Foundation Companies, despite raw Atlantic storms and strong tidal currents, have successfully completed a series of rock borings on the proposed site for a bridge spanning the Strait of Canso.

The job was complicated by many unusual features. Because of tides, the working platform had to be located above the highest water level, and supported by a triangular steel tower resting on the ocean floor. Eight borings had to be made through 186 feet of sea water and up to 50 feet of topsoil before striking bedrock. Strong currents added to the difficulties of the job, as did the high waves which were pushed relentlessly through the narrow funnel of the Strait of Canso by North Atlantic storms.

Much of the success of this unusual job was due to the design of equipment illustrated here, originated by Foundation for this specific assignment. On occasions like this it may be truly said,

"THE UNUSUAL JOBS COME TO FOUNDATION."

FOUNDATION
COMPANIES CANADA
Engineering — Construction
HALIFAX • MONTREAL • TORONTO • LONDON • SUDBURY

What's New

Manufacturers of products which are either completely new or are being made in Canada for the first time are invited to contribute to this column. Describe the product, state its purpose, outline in what respect it is new, and indicate its significance to its field.

Enquiries concerning items in this column should mention the heading to the item, and the date of issue in order to ensure prompt reply.

Chameleon Paint

Valuable in the study of cooling processes, new paint changes color automatically at increasing degrees of temperature. Paint is formulated to provide 15 basic shades for original application. Some of 15 basic paints are capable of six complete alterations in color as temperatures rise. Example: Violet blue when cold, one paint goes from bright green, olive green through greys and browns to buff color at 644 degrees F.

* * *

To Photo Accidents

American firm is offering to drivers a service kit for taking photographs on the spot of automobile accidents, and filling in pertinent information about the accident. Kit contains a camera, flash attachment, flash bulbs for eight pictures, safety manual, accident report forms, witness cards, etc. Maker offers to install in trucks, etc.; to guarantee equipment; to analyze photos.

* * *

Protects Feet

New safety boot for miners and others working in spots where foot injuries could occur, is made of rubber, knee-high and water-proof. Boots are cleated and have ribbed vamp containing special compound to prevent cracking and giving protection to foot against falling rock, etc.

* * *

Bottles Won't Break

Aluminum bottles now on the market for packaging save loss due to breakage and are lighter weight for shipping. Bottles are strong and non-toxic — good for carrying oils and medicines. Come in many sizes with screw or cork tops.

* * *

Dry-Ice Bunker

Truck bunker for storing dry ice as a refrigerating agent for carrying perishable articles on long trips is made of aluminum. Ice is held over an airduct in bunker and air forced through duct by a special fan circulates cold air through the truck.

* * *

Nonpull Tweezers

Latest gadget to do away with the "pain" of being beautiful, eyebrow tweezers have a special spring action. Hair is grasped nearer the surface and is removed easily and painlessly, claim makers. Item is made of steel with nickel or gold plating.

* * *

Portable Scaffolding

Scaffolding erected easily with a wrench is made of lengths of aluminum or steel tubes and special clamps. Vertical and horizontal tubes are linked together with the clamps, the horizontal members also serving as supports for workers' platform. Diagonal bracing makes the structure solid.

* * *

No Corrosion Risk

Vaporizing liquid fire extinguishers now feature corrosion arrestor. Makers claim arrestor eliminates corrosion by absorbing any moisture or foreign material that gets into the extinguisher through neglect or faulty recharging. Other features include a panic proof handle which turns either way and a nylon seal which gives positive shut-off and prevents leaking.

* * *

New Screw

Screw in hex, pan, truss or flat heads, has special feature of ratchet-like teeth under head. This is claimed to do away with need for a washer.

* * *

Automatic Poultry Feeder

Feeding all types of poultry and turkeys automatically from a centrally located hopper, feeder cuts labor costs considerably, allows more birds in pens. Greater feed efficiency is maintained with no spillage.

* * *

Light and Durable

An improved aluminum stepladder combines light weight with great strength and rigidity, company claims. It is rust and warp proof, and comes equipped with rubber feet to prevent slipping.

* * *

Versatile Punch Press

New punch press is designed to handle sheet material up to 48 inches wide. The rotary of the press permits the operator to locate any one of 18 desired punch sizes almost instantly. Turret rotates to the wanted punch size, locks in position automatically. Machines are always ready to operate efficiently on cardboard, fibreboard, plastic or sheet iron up to 10 gauge thickness, company claims.

N. B. Surplus Is $1,758,229 For Fiscal '50

For the eleventh consecutive year the Province of New Brunswick has showed a surplus on its revenue account, Provincial Secretary-Treasurer J. G. Boucher noted in a statement regarding the annual financial statement for the year ended Oct. 31, 1950.

Revenue totaled $30,871,720 and expenditures $29,113,491, resulting in a surplus of $1,758,229. These figures compare with revenue of $28,161,175 and expenditures of $26,258,467 and a surplus of $1,902,708 for the fiscal year ended Oct. 31, 1949.

The sum of $1,500,000 has been appropriated from revenue surplus to meet expenditures on permanent roads, Mr. Boucher said.

The surplus was after making the regular provision of 2% for debt retirement. The total provision for debt retirement charged against revenue was $2,722,015.

Total sinking funds amounted to $29,730,412 at Oct. 31, 1950—equivalent to 17.92% of the gross funded debt.

Revenues continued buoyant indicating a high level of business activity and employment during the year. Total revenue exceeded the estimated by $1,950,189. Main sources for the increased revenues with the amount shown in brackets were: Canada, subsidies, etc. ($454,728); stumpage ($291,340); game licenses ($50,325); amusement admissions ($43,520); tobacco tax ($94,008); social services and education tax $293,286); N. B. Liquor Control Board ($71,929); motor vehicle fees, etc. ($183,265); gasoline tax ($317,722).

Total expenditures amounted to $29,113,491, against total estimates of $28,803,319, or a net over-expenditure of $310,172. The principal over-expenditures were: forest fire fighting, $152,679; ferry maintenance, $21,845; roads maintenance, $135,417; roads snow control, $157,161 (which was more than offset by an overrun of $203,719 in revenue from the winter roads gasoline tax); tuberculosis treatment and maintenance, $298,327.

Of these, forest fire fighting is to a large extent uncontrollable, depending as it does on the incidence of fires; the over-expenditure on roads maintenance can be attributed to steadily rising costs during the year and an open winter necessitating maintenance expenditures till the end of December, 1949; expenditure in keeping roads open during the winter is to a certain extent uncontrollable depending as it does on the nature of the winter, and the northern part of the province experienced heavy snowfalls early in the year; and the over-expenditure in tuberculosis treatment and maintenance is due to a very substantial increase in the per diem costs of hospitals and sanatoria for the treatment of persons suffering from tuberculosis, Mr. Boucher said. The over-expenditures listed above were to a substantial extent offset by under-expenditures on other services, he said.

ROYAL BANK EXECUTIVE CHANGES

B. L. MITCHELL — K. M. SEDGEWICK — C. B. NEAPOLE — W. E. McLAUGHLIN

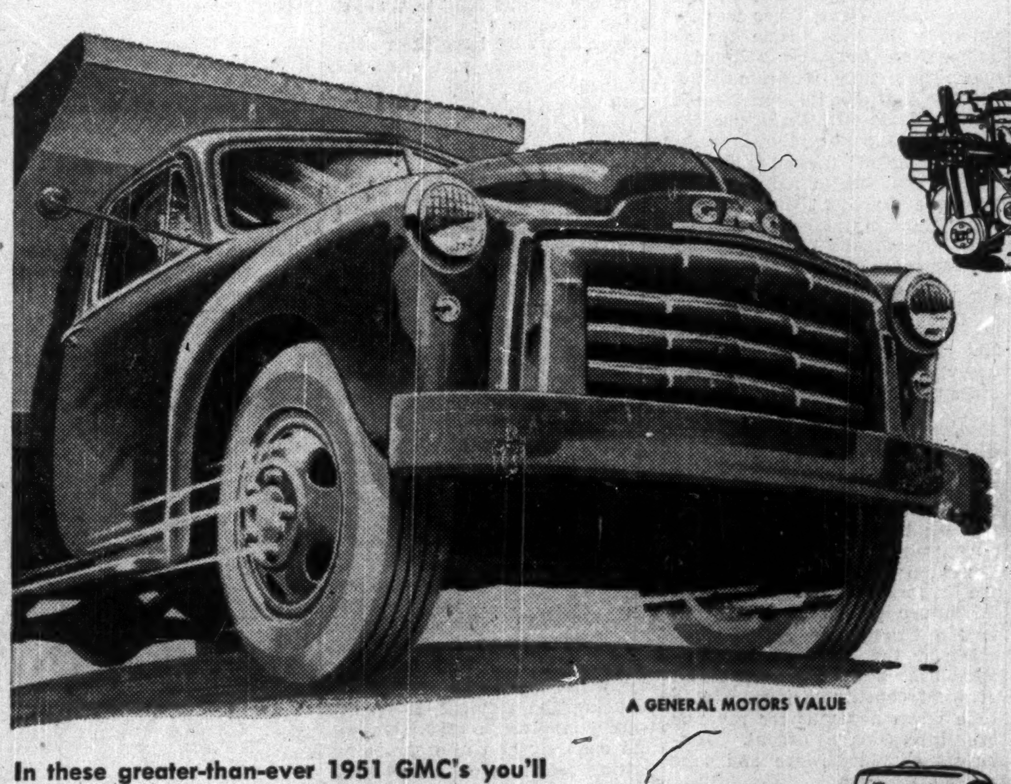
Important executive changes in Montreal and Toronto are announced by The Royal Bank of Canada. Burnham L. Mitchell is relinquishing his duties as the bank's chief administrative officer in Ontario but will continue to serve the bank as Director and a Vice-President, residing in Toronto. He is being succeeded by K. M. Sedgewick, Assistant General Manager, who will henceforth make his headquarters in Toronto. The bank also announces the appointment of C. B. Neapole as Assistant General Manager, and W. E. McLaughlin as Manager of Montreal Branch, succeeding Mr. Neapole.

*

CRONIN BABINE MINES reports that $162,500 has been placed in the company's treasury covering original offering of 500,000 shares and exercise of first option covering 150,000 shares. This is stated to be in excess of estimated requirements for placing the company's Cronin and Debenture mines near Smithers, B.C., in production. The former Central Zebellos mill has been purchased and is to be moved to the Cronin operation. Initial production rate will be 60 to 75 tons daily, it is stated, with crushing plant of 100 tons daily capacity adequate to taking care of expected expansion, R. L. Clothier, managing director, reports. Three tractors are currently engaged in completing the road up to the ore bins of the Cronin mine, clearing mill site and hauling in lumber and other mining materials.

DOME MINES reports gross production for December, 1950, of $564,766 from 56,900 tons milled as against $503,491 for November, 1950, and $496,657 for December, 1949.

FOR 1951 GMC BRINGS YOU THE GREATEST OF ALL TRUCKS!



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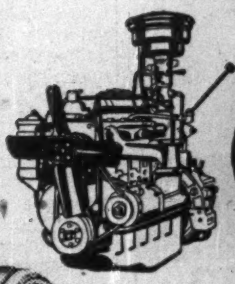
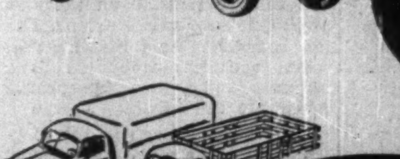


Most efficient of all TRUCK ENGINES!

★ Great GMC Valve-in-Head engines deliver more power! Torquemaster now increased to 114 h.p., Loadmaster 105 h.p., Thriftmaster 92 h.p.

Most comfortable of all TRUCK CABS!

★ New No-Draft Ventipanes . . . finger-tip seat adjustment . . . extra wide vision!



Strongest of all TRUCK CHASSIS!

★ Built for the brutal runs! New improved brakes . . . massive frames . . . easy handling!

MORE MODELS than *any* other make!

★ More models, more load ranges, more wheelbases, more axle designs, more gear ranges!

In these greater-than-ever 1951 GMC's you'll get the constant dividend of GMC's greater pulling power . . . *truck-built horsepower* with greater sustained torque than other engines. And with that power goes the greater stamina of GMC's rugged truck-engineered frame! You get extra-value features in every model.

Underneath the brawny beauty of the new 1951 GMC, there's truck engineering that will *pay off* in operations—cut maintenance costs—step up dependability even higher. Drivers get more comfort than ever before—owners get more power, with *real* economy. GMC gives you far more choice—models built to do a job on every kind of truck operation.

Sure, they're the greatest of all trucks! See them today at your GMC dealer's!

GMC-151A

SEE YOUR LOCAL G.M.C. TRUCK DEALER

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The Financial Post

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Washington Roundup

How U. S. Is Mobilizing for Peace . . . or War

Amidst the Feverish Organization There's Planning for Long View

By FLOYD S. CHALMERS

WASHINGTON—The die has been cast. The decision is definite for wage and price controls. No one likes them; no one really wants the job of administering them. No one thinks they can be operated with anything approaching 100% efficiency.

The argument for them is that the inflation cannot be stopped by monetary and tax measures alone. Too much violence is being done to the normal operations of supply and demand by the diversion of strategic materials to (a) the defense program; (b) stockpiling.

The squeeze on raw materials—steel and metals chiefly at the moment—is serious enough now. It will get worse month by month and reach its peak in the fourth quarter of 1951. By that time as much as 50% to 60% of most metals and as much as 100% of a few critical materials will have been diverted to the mobilization job. It will not be until about the end of 1952 or early 1953 that the pressure will be off the preparedness program. By that time, if there is no global war, the hope is to cut back both on the general mobilization program (put it on a maintenance basis) and on controls.

In September, 1949, the Russians detonated an atom bomb. The president ordered a survey of the objectives of U. S. foreign policy and the strength required to back it up. The target date to achieve maximum military strength was set at mid-1954. The original Korean invasion did not materially change the program. But when the Communists invaded Korea, late in 1950, the target was set forward to 1952.

Not that anyone here fixes 1952 as the date when global shooting war will break out. No one here has any clear idea as to whether or not Russia intends to attack or when; the only objective is to be strong enough (a) to deter her and (b) to win if she starts something.

Planning vs. Confusion

There is more co-ordination and planning in Washington's military program than appears on the surface in this early, confused state of feverish organization. There's plenty to criticize. Here are examples: the continuation of political spending at a time when billions are being added to defense budgets; the rushing into controls on some materials that are neither strategic nor in short supply.

Production chief Charles E. Wilson will be able to check some of the eager beavers who want control for control's sake; but he won't have much influence on nondefense spending of a vote-catching character. Nor will he have much to say about basic objectives of foreign policy where most of the recent mistakes have been made.

There is another encouraging fact. The administrative group in charge of the general economic mobilization of the nation is strong. Last week I sat in off-the-record sessions with a dozen or more of the top men and talked privately to many of them to get the "feel" of their minds. From Wilson down, through General William H. Harrison (production); Eric Johnston (controls); Cyrus Ching (wages); Michael DiSalle (prices) they are a more able group than those who were in the saddle at the beginning of the U. S. war effort in 1941.

There is, too, experience to draw on; the hard, telling experience of World War II, less than 10 years away.

On balance, if one accepts the need for so vast a mobilization effort, the job is being done pretty well.

The figures in the military program are staggering. A billion dollars may pay for two thirds of Canada's defense effort in the coming year. To us in Canada, it is a lot of money. In Washington it isn't even the margin of error in some defense department's best guessing. I heard one high-level military chief say "We had the program all laid out when the Air Force said they thought they needed another $950 millions. So we put it in." One of the most senior men in the military setup said, "I don't understand a billion. So when I get into the meetings I leave out all the ciphers. I can comprehend 40 or 50 or 60. After the figures are agreed to, I put the ciphers back in."

What Defense Will Cost

Whether anyone comprehends them or not, here are the figures (and remember the ordinary activities of government are completely excluded):

Defense appropriations for year to June 30, 1951: $42 billions plus probably another $10 billions to come, plus $5 billions for foreign military aid to foreign countries.

Defense appropriations for the succeeding 12 months: $60 billions, plus $6 billions for foreign military aid.

The money may not all be spent before June 30, 1952. In any event, it will not be spent on the same things that were bought in what alphabet-worshipping Washington now calls WW II.

Then $35 billions was spent in one year on construction of army camps, airfields, navy yards, etc. These installations exist; only need overhaul and modernization. Military construction will take probably not more than a quarter of that figure and over a two-year period.

There is no need to buy rifles, field guns, machine guns, mess tins, etc. Merchant ships are more plentiful; the Navy has great strength except in carriers. The Air Force has plenty of training planes. The emphasis will be on new type tanks, new type planes, new type radar, new type anti-tank weapons, new type guided missiles, new type defenses against guided missiles, etc.

The total military establishment has been set at just under 3.5 millions. (Target date for military manpower of June 30, 1952 will probably be beaten by many months.) The size of the armed forces is the subject of heated controversy. Many people—for whom Senator Robert A. Taft is chief spokesman—don't think the Army needs the two million men it has demanded. Actually, until General Eisenhower gets back and reports no one will know just how large an army is needed, or where it will be stationed.

Where the Money Will Go

Most of the money—about $87 billions—is needed for procurement.

Broad policy here is as follows:

1. To increase capacity to produce strategic materials (e.g. aluminum, steel).

2. To build up minimum supplies of war material needed to fill the pipelines for a global war.

3. Then cut back to the amounts that will be needed to keep the pipelines full. For example, on one typical item (since the item is a secret one proportionate rather than actual figures are used here) five million units is the amount required to start with. If war comes, the annual supply needed will be 1,250,000. If war does not come it would be less than 400,000 a year (for training purposes).

4. To stockpile every critical material, particularly those imported from abroad.

It is easy to see some of the things that this program is going to do to the civilian economy in 1951 and 1952. It is not so easy to see what may be the later result—say in 1953—if global war has not come.

Many critical materials are now short and manufacturers are having difficulty getting supplies. Military demands will take up 5% to 10% more of the total in the second quarter, as much additional in the third quarter; and will increase right through to the end of the year.

Not all factories will get "war orders." The surplus of mess tins is typical. The small businessman who made miscellaneous products of the mess tin type in 1941 won't get any orders; and he won't be able to get steel, aluminum, brass, copper, lead, zinc, etc. for his civilian production.

He will have trouble getting machine tools unless he needs them to convert to some substitute raw material that is not on the critical list. There will be much unemployment in various areas before war plants begin to absorb the manpower. Eventually subcontracting will take up some of this slack, but the position of the small manufacturer is, on the average, not too good in the present planning.

And If No Global War?

What happens if and when the pipelines of military supply fill up and no global shooting starts?

This is a question most of the defense planners dodge. One man answered "We'll be in quite a fix. Another said "Our whole economy will degenerate." A third felt that 1953 would see a violent business setback. But others point to certain facts:

First, that the program will never be carried out in full if the world crisis lessens, because the public support for such broad-scale spending cannot be maintained unless the threat of actual attack by Russia comes into sharper focus.

Second, that the restrictions on civilian production (housing, automobiles, household equipment and so on) are going to be so serious as to build up another large backlog of unfulfilled demand.

Third, if the general mobilization stops Russia from further aggression, attention will again have to be turned to the "Point Four" type of program—of improving the living standards of the economically underdeveloped areas of the world.

How close is the United States getting to a controlled or regimented economy of the war pattern? The answer is: very close.

No one at the top level is talking of a system of allocating people to jobs. There is no real over-all shortage of manpower yet, although there are 2.3 million more people at work than a year ago. There's a shortage of skilled workers but these will not be much affected by the draft. It is figured that the 3.5 million men can be found in the 19-25 age group (even with college and "key men" deferments). The next step will be to cut back to age 18 or 18½. If as is hoped, it won't be necessary to go into the 26, and then the 27, 28, etc., age groups, not many skilled men will be called up.

The work week has already gone up by 1½ hours since last June and is steadily lengthening. There will be no 48-hour week order until a genuine manpower shortage develops.

The Controls Picture

Price and wage controls, followed by rationing are inevitable. Wages are at an all-time high. Consumer prices are still rising rapidly. The stock market reflects the general expectation of continued inflation.

Until Eric Johnston has had a chance to work out the price-wage control plans, the pattern of these will not be clear.

But these were suggested to me as considerations that would probably have weight:

1. Labor peace is general, and wages generally stabilized, except for escalator clauses based on C. of L. or productivity. Therefore wage controls probably will not have their World War II rigidity. One plan is to take a base date of say, January, 1950, and stabilize wages at that point plus either so many cents per hour or a certain percentage. In industries that have led the wage parade since the base date, there would be no increases except possibly those related to C. of L. indices. In other industries, proportionate increases would be permitted to bring all into line.

2. Prices cannot be held down in a general war-type economy without creating an army of policemen—bureaucrats and another army of chisellers and black marketeers. But price control can apply the brakes and stop the runaway inflation. (For example, if people know there's a drag on prices they'll stop some of their present panic buying.)

What the nation will get will probably not be an O.P.A. but only "a reasonable facsimile thereof."

It is fairly generally recognized that successful inflation-control is tied in with a reduction in government non-war spending and an adequate tax program. On the first, it would be wishful thinking to expect much leadership from President Truman or action out of Congress. On the second, the chances are a little better—but not much. President Truman thinks he can balance a $70 billions budget. Senator Taft seems to think a balanced budget is possible only if the Army is cut back and defense is made to rest on sea—air control. Everyone admits that diversion of 18% of the national income to government (it was 45% in World War II, 7% last year) should be manageable on a pay-as-you-go basis. But no one expects enough taxes or the right kind of taxes to fully dyke the inflationary tide.

U. S. Foreign Policy

The general mobilization program is intimately related to the foreign policy of the administration. Other than the general policy of containing Russia; and being prepared to meet her at any point she starts a war, the foreign policy has not been too clearly blue-printed. If it has, the country has not seen the blue-prints. It is little wonder that the public is confused and that the isolationist press is having a field day.

On one day, I heard two top administration spokesmen say that the policy is (a) not to get involved in a land war in China ("The Kremlin would love to see that"): (b) to let the Asiatic venture (Korea) stand or fall roughly on the troops already there (possibly because there are no more troops to send): (c) to avoid alienating the Asiatic peoples ("Let's not make it a war between Mao and the White World").

On the same day, the story was fed out unofficially that Chiang's Nationalists might be turned loose on Mao Tse-Tung's Communist armies. And the U. S. sought in the U.N. to have Red China declared an aggressor. (Best explanation offered of this came from a man very close to the President: "It would have been rather inconsistent to have declared North Korea an aggressor and ignore the Chinese attack. After all, the Koreans were Koreans and in Korea the Chinese were foreigners").

Incidentally, there is nothing to the story that the U. S. intends to turn Chiang loose in China. (a) They are needed in Formosa; (b) there is no desire to get tangled in war with 400 million Chinese; (c) it is not clear if Chiang's Nationalist troops would be effective anyway. ("They are like an apparently ferocious dog straining at the leash; let him go and he often as not lies down and goes to sleep.")

As for arming Japan, there is no great liking for that in Washington. Whatever may be General McArthur's views, the approach here is to keep Japan non-militarized but give it an outlet for its economic talents by encouraging its industries to provide goods for the great, underdeveloped peninsular and island areas of South-East Asia.

The major defense of the North American continent is seen to be in Europe (Hoover and Taft don't agree to this). So far as Europe is concerned, the extent of military commitments will depend upon Eisenhower's report.

Strength of U. S. Defense

How strong is American defense?

There is confidence that the sea defenses are strong; the Navy is prepared to take on Russian submarines and thinks it can knock them out.

In the air, the situation is not yet so strong. WW II radar is virtually obsolete; the new radar defenses, in which Canada is interested, are far from complete. All-weather interceptor planes are scarce but will come into large-scale production quickly (again here Canadian production is important).

There still is no sure defense against atomic attack (and possibly never will be). If Russia sent planes over, carrying atom bombs, perhaps 70% of them could get through. It is estimated that in the first three days of an atomic war the Russians could kill one to two million people in a day in New York, Chicago and Detroit. But it does not follow that because they could do it they will do it. The Russians know, it is felt, that they are weaker in atomic weapons than the western world. They could look like winning for a few days but strategic bombing could knock out Russia shortly after. One problem is that about 80% of U. S. industrial capacity is concentrated where bombing could theoretically knock it out; only about 10% of Russian capacity is concentrated in a few centres.

Especially in New York and some other highly congested areas, there is much hysteria about defense against atomic attack. Three things have been decided:

1. That large, underground public shelters are next to useless. All the steel and bricks in the country couldn't provide shelters for more than 1% of the people.

2. Panic is the chief danger. Civil defense must consist primarily of educating the people on what to do after the attack has fallen; to organizing medical, fire and police protection.

3. Dispersal is the best defense. That is why Washington is planning to decentralize by spreading out government agencies over a 20 mile radius from the Capital. Why 20 miles when the H-bomb is known to have a radius of 40 miles? Because 20 miles is regarded as about the maximum for efficient direction of the nation's affairs. Manufacturers are being asked to put up new plants in areas away from their present plants. Key orders are being divided among plants scattered throughout the country.

(Example: one key weapon consists of three parts made now in three plants. Two of these parts are now to be made in three plants each; the other in four plants).

The Greater Dangers

Actually the C.D. people think that the atomic bomb ranks perhaps only 3rd or 4th among the dangers on the home front. They consider these to be more potent weapons to be guarded against:

1. Psychological warfare which confuses the people, saps their will to fight or makes them complacent.

2. Bacteriological and plant warfare. The entire corn or wheat crop of the country could be destroyed by spreading plant disease and no one would know how the trouble started.

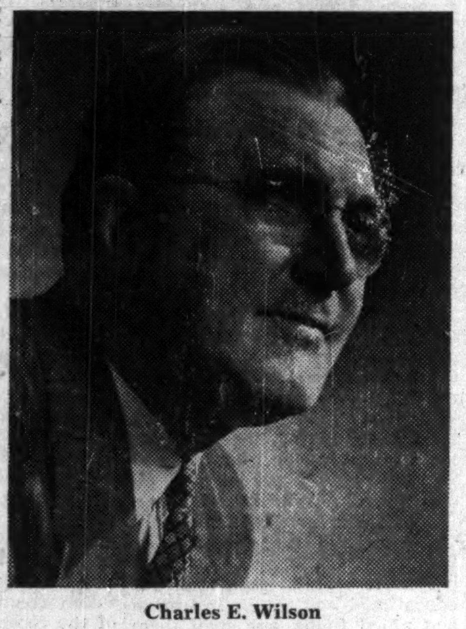
3. Sabotage. This will hit every industry and community in some measure and most of it will not be recognized as sabotage. I was given evidence that the sabotage plans are well organized.

Whether or not the U. S. general mobilization effort is on too huge a scale is the great question that only history can answer. The program is based on the theory that any defense that stops a war is cheaper than war itself. But it is earnestly believed by some that the United States has fallen into a trap laid by Russia. Their argument is that Russia never intended to attack the western world, knowing she would be certain to lose. Therefore she has sought to weaken western economies by daring manoeuvres (chiefly through her cat's paw satellites) designed to keep tension high and fear of her purposes ever-prevalent. If, the argument continues, she can cause the U.S.A. (and Canada, U. K. and other western nations) to go on a full war footing, she can bring them down to her level. She can weaken or wipe out their middle classes by inflation. She can turn their productivity to wasteful defense purposes and away from a general rise in the standard of living. She can cause them to set up huge bureaucratic and police machinery. She can wrap world trade in barbed wire. In brief, she can destroy private initiative, high living standards and sound economies where she would not hope to win a war.

One hears this argument in very consequential circles in Washington. I put it to one very close to the President and asked for his comment. He said "There may be a lot in it. No one can say because no one in the western world knows what a handful of men in the Politburo think or intend. But the American people have demanded a sense of security and they are prepared to pay the price to get it. The President has not created this demand. The people have asked for it. If anyone is wrong it is 'we, the people' who are wrong."

It is because public opinion supports the all-out effort that the Pentagon is today the master of American economy. If a year from now the public decides Stalin isn't going to press the trigger, the combined forces of Truman, the State Department and the Armed Forces could not maintain the program.

Defense Mobilizer



Charles E. Wilson
from General Electric
U. S. Defense Mobilization Director

For Stabilization

Eric Johnston
head of motion picture Association
Director, Economic Stabilization Agency

The President . . . and his Right Hand

Mr. Truman — Defense Secretary George C. Marshall

The president: "The ability of the democracies to employ their full resources of manpower and skill and plant has been challenged . . . We meet this challenge."

The U. S. Budget

Here's how the U. S. budget for next year compares with those of past 10 years:

(Billions of Dollars)

	Income	Outgo	Surplus (+) or deficit (—)	Nat. Debt.
1943 . . .	$22.2	$79.6	—$57.4	$136.7
1944 . . .	43.9	95.3	— 51.4	201.0
1945 . . .	44.8	98.7	— 53.9	258.7
1946 . . .	40.0	60.7	— 20.7	269.4
1947 . . .	40.0	39.3	+ 0.8	258.3
1948 . . .	42.2	33.8	+ 8.4	252.3
1949 . . .	38.2	40.1	— 1.8	252.8
1950 . . .	37.0	40.2	— 3.1	257.4
1951 (est.) . . .	44.5*	47.2	— 2.7*	260.3*
1952 (est.) . . .	55.1*	71.6	— 16.5*	276.3*

*At present tax rates.

How it will be spent:

Military	$41.4
International	7.5
Veterans	4.9
Interest on debt	5.9
Others	11.9
Total	$71.6

The revenue sources (under present tax rates):

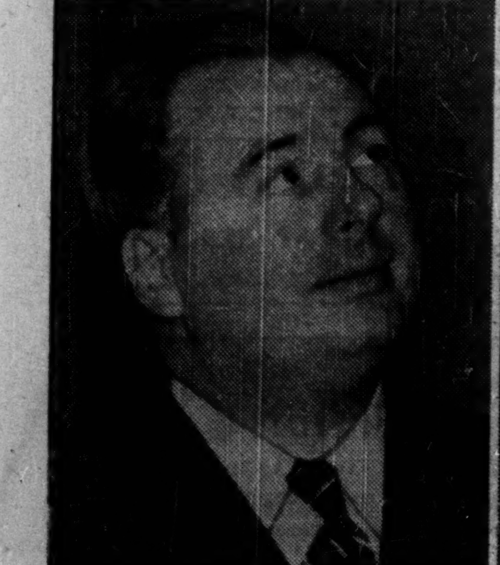
Individuals	$26.8
Corporations	20.0
Excises	8.2
Others	0.1
Total	$55.1

Output—Then and Now

Here's how U. S. production today compares with pre-World War II (at annual rates):

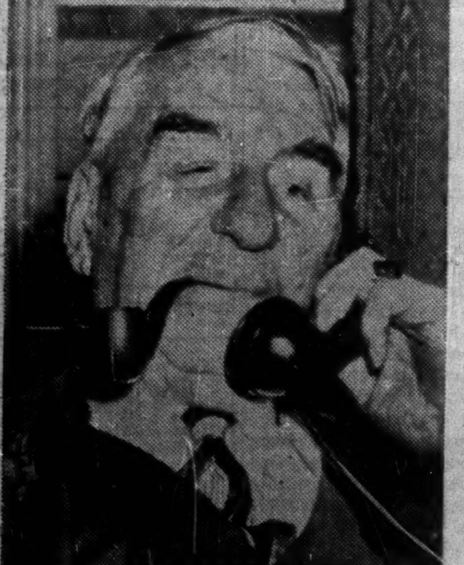
	1940	Now
Steel (million tons)	67	102
Other metals ($ value millions)	4,520	6,144
Chemicals ($ millions)	8,346	18,724
Rail, other Eqpt. ($ millions)	3,066	4,704
Textiles ($ millions)	9,645	15,336
Paper ($ millions)	4,016	7,908
Coal (million tons)	460	550
Oil (mil. bbls. daily)	3.5	6.4
Electric Power (million kw capacity)	40	68
Meat (million lbs.)	19,100	23,000

On Prices



Michael V. DiSalle
former mayor of Toledo
Director of Price Stabilization

On Wages



Cyrus S. Ching
on loan from Federal service
Director of Wage Stabilization

U. S. Labor Force

(Millions)

Industrial Workers	53.7
Farm Workers	7.6
Armed Services	2.5
Unemployed	2.2

Ottawa's Machinery

OTTAWA (Staff) — New emergency powers to deal with the international situation will be sought by the Federal Government when Parliament meets next week. Extent of these powers will be decided by the cabinet this week.

The new powers will likely fall midway between present authority (Essential Materials Act, 1950) and the traditional War Measures Act.

The latter is still looked on here as the ultimate authority to be used only in the event of total war.

Parliament will be asked to speed the new authority and also to approve immediately legislation setting up the new Defense Supplies Department.

Key Men

For the present, Rt. Hon. C. D. Howe will administer both Trade and Commerce and the new department. Max MacKenzie will take charge of the new procurement ministry as deputy.

W. F. Bull is the likely choice as the new deputy minister of trade and commerce with Mitchell W. Sharp as assistant deputy. Mr. Sharp will continue to be responsible for blueprinting controls affecting civilian supplies, prices, rationing. This is the chief responsibility he was given when he transferred from the Department of Finance at the first of the year.

The defense procurement ministry has been enlarged by appointment of Joe Russell, formerly a vice-president of Central Mortgage and Housing Corp. He will head a new aircraft production division.

This is the first appointment to a "production" division. To date, new administrations have been for controls (steel, base metals).

Also to be named is a new director of chemicals. He will rank alongside presently operating steel and base metal administrators. Increasing shortage and the need for some government direction and control is the reason.

Federal experts still look on over-all price-wage controls with greatest distaste. But they fear the mad continental scramble to increase wages and prices is going to force the government's hand soon.

What's seen as probable is that Canada will follow the U. S. in any attempt to freeze prices and/or wages. But if it is forced to do this, there'll be an effort to keep the program as flexible as possible or, at best, to get back to a selective basis even if the initial effort is an across-the-board freeze. It is felt this is going to be a difficult if not impossible task, without the general urgency of a total war which accompanied our 1941 effort.

In the field of rentals, there's still a strong disposition here to continue the present course and let the provinces pick up this ball as at April 30.

One hope and expectation is that in the present emergency it will be possible to avoid the detailed control authorities and divisions which were a feature in World War II. At present it is likely that controls will be administered by a very few persons with broad powers over a number of industries or items, rather than breaking the administration into fine compartments.

This may prove to be wishful thinking. But it's one of the lessons that has seemingly been learned.

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FP-34

Can Company Library Help Your Firm?

When your company needs technical information, where do you have to go: to the reference library, the Government or some other firm's files? With the increasing need for precise information and the growing complexity of business and government, more and more firms are setting up their own libraries. Here's a survey of a new and important business development.

By RUTH DAVIDSON

How well does your company keep up with the latest trends in the business and technical world?

Is the flood of information now available on merchandising methods, public relations, new office techniques being sorted and filed in systematic method so you can lay your hand on an article months after you have read it? Or are periodicals piling up on the desks of your executives until they pass them on as being too old to bother with?

With the increasing need for precise information, many companies have formed libraries to cope with this problem. Lever Bros. in Toronto set up a library during the war primarily to keep track of the complex series of government war orders. Since then it has expanded to cover information on a wide variety of subjects, serving the technical divisions as well as the marketing and sales departments. Before margarine was introduced by the company, the library file giving all information on provincial laws and orders connected with margarine as well as Food & Drug Act regulations saved the company from making extended inquiries elsewhere.

Another Toronto library, that of Rexall Drug Co., was originally formed by the analytical and research department to index and circulate scientific periodicals. This library has also extended its services to aid in new product development, standards, patent-searching. It even surprised an industrial engineer sent from United States to install a time and motion studies system to find that the library could provide him with material on the system he was interested in.

Threefold Value

T. H. Atkinson, general manager of the Royal Bank of Canada, listed the value of the special library to the company as follows:

1. Preventing loss of time by executive officers.
2. Collecting information providing profit-making opportunities and preventing losses.
3. Bettering personnel relations, both through educational and recreational channels.

The need for speed and accuracy in supplying information has led each library to adopt techniques most suited to the particular business concerned. Some have a limit on the amount of time to be spent on inquiries, which are of an amazing variety. A merchandising library might be asked: "Obtain from medical literature opinions concerning the safety of the process of sterilizing baby formulas known as 'terminal sterilization." An insurance librarian is faced with this: "Have the shareholders of the National Bank of Egypt any liability in case of failure?"

Information loses its value unless it is available in a short time. The industrial library specializes in one definite field, bringing together all material on that subject. For material outside that field, the librarian can quickly contact either general reference libraries in her city or other special libraries that cover different fields.

The Special Libraries Association (chapters in Toronto and Montreal) provide the contacts, and it is important for a firm to insist on membership for its librarian. Inter-library loans are easily arranged between special libraries, and from such large centres of research as the Toronto Public Library, University of Toronto Library, National Research Council in Ottawa, and the Redpath Library (McGill) and Sun Life Assurance Co. Library in Montreal.

Keeping up-to-date on current periodicals and directing important material to the individuals most concerned is an important part of the company librarian's job. The Bank of Canada Library in Ottawa, aside from its main function of research, also clips newspapers daily and then directs those clippings of interest to executive personnel, others to the research department staff. It also includes in its regular accession lists reference to articles in periodicals that are of outstanding interest in the financial, economic or trade fields that might otherwise be overlooked by interested staff members.

Save Time, Money

Aside from the time-saving functions of the company library, it is also of positive assistance in collecting information of direct profit value. It has been estimated by Herman H. Henkle, librarian at the John Crerar Library in Chicago, that there is an average saving of at least 10% in total cost in time and money by research done in a technical library. During the war, a Canadian manufacturing firm saved thousands of dollars and increased output 90% as a result of library research. (The firm laminates plastic on wood and had been threatened with loss of its contract because of slow production.)

The Hydro-Electric Power Commission of Ontario has one of the largest industrial libraries in Canada, specializing in scientific and technical information of use to a public utility. It has been estimated there that information found in the library regarding the application of radar techniques in locating faults on transmission lines and in concrete saved several months' time and the salaries of several staff members.

The educational and recreational functions of the special library are of value in giving a strong boost to a company's personnel program. Banks and insurance companies strongly emphasize this aspect of their libraries. The Canadian Bank of Commerce sends books to all its branches in Canada—recreational as well as those on banking, general business and economics. They find this service is most appreciated in isolated places where ordinary library facilities are lacking.

The Bell Telephone Library in Montreal was originally formed for educational and cultural purposes. Although it has since expanded to cencentrate on technical and business research, the interest in employees' education continues. The library provides material for several company-sponsored programs, including "Design for Living," health information, and human relations, and its facilities are available to all employees in Ontario and Quebec.

Manufacturers Life Insurance Company and the Canada Life Insurance Company provide books for staff members for educational courses in insurance and allied fields, and mail them to all their branches. Most company libraries provide books on industrial relations, business administration and other subjects designed to self-educate staff personnel. Department heads often refer to the library to find out the amount and type of reading done by a certain employee whom they are considering for promotion.

Public Relations

The library is also a strong public relations factor for the company. Some are incorporated within the public relations department, and one of their main functions is to supply the public with information about the company by answering telephone and letter inquiries.

The Imperial Oil Company has a special library for its public relations department in Toronto, and the two librarians spend a large part of their time answering public inquiries. They also assist in providing information for the company publication, the "Imperial Oil Review," so must have on hand a comprehensive collection of material both on the company and on the oil industry in general.

The library of Shawinigan Water & Power Company in Montreal is also directly connected with the Public Relations Department, but their collection also serves the company as a whole. It includes government documents, technical periodicals, reference books, as well as recreational reading for the staff. Good public relations are furthered by the library endeavoring to assist outsiders as well as its own staff.

Getting Started

What should your firm do to establish a company library? First, pick your librarian as carefully as your chief engineer. You can obtain assistance here from the Special Libraries Association, which has a placement service designed to assist companies in finding the right librarian. If it is impractical to get a fully trained librarian, get one with a thorough knowledge of the firm's business so she will know what information will have a bearing on your company. In many cases, a librarian has saved the company her first year's salary by supplying right information at the right time.

Second, the library should be a separate entity so it will give equal service to all departments in the organization. Otherwise, it is limited in scope and service, and the collection is guided by the interest and opinions of the supervising head. The official to whom the librarian is responsible should be a liaison officer between the library and the organization (he is often the secretary of the company). The location of the library must be central and convenient.

The cost? One large corporation library in Toronto estimated that the cost of the library in one year was just about one half the amount spent by the company on postage!

The company with no library is not obtaining its technical information without cost. High-priced officials often unqualified in literature research spend valuable time in this operation. It may cost even more when the company misses information it should have through unorganized circulation and haphazard filing of periodicals and journals. Or it must pay to have its questions answered by professionals in an outside organization.

You will find that you can put a dollar sign on the value of your company library.

Profits Cut in Three Wholesale Lines By Rising Administrative, General Costs

Rising administrative and general expenses have been playing the biggest part in chopping down profits in three important branches of wholesaling.

Net operating profit as a percentage of sales dropped practically in half between 1947 and 1949 for 107 dry goods, piece goods and footwear wholesale houses, a Dominion Bureau of Statistics report shows.

Net profits — what the wholesaler has left after paying for the goods he buys and meeting all expenses — were lower in dollars too for the average firm. This was so since the smaller-by-half net profit percentages were made on average sales per firm, which fell slightly in all three lines.

Rising operating expenses were the main cause of the smaller net profit margins, though a fall in gross profits played an almost equal part in piece goods firms. (Gross profits are what a wholesaler charges his customers for his goods above what he paid for them, expressed here as a percentage of his sales). Administrative and general expenses, as distinguished from selling expenses and warehouse and delivery expenses, accounted for the biggest share of the rise in operating expenses in all three kinds of firm; for more than half in two.

Net profits in the report are figured before the wholesaler pays his income tax, and as a percentage of net sales. Net sales are total sales minus any returned goods, allowances and trade discounts.

Net profits were 2.01% of sales for 37 dry goods firms in latest figures, against 4.52% for the same 37 firms in 1947. Average sales per firm fell to $1,768,342 from $1,860,783, for 12 months.

For 50 piece goods firms, net profits dropped to 3.07% from 7.75%. Average sales fell to $556,641 from $568,238.

For 20 footwear firms, net profits fell to 1.71% from 2.59%. This was less than a one-half drop, whereas the cut for the other two kinds of firm was more than one half. Average sales fell to $502,776 from $529,058.

Administrative and general expenses include salaries not charged to selling or warehouse and delivery expenses, employees' benefits, occupancy, light, heat and power, insurance, office supplies, cash discounts allowed, bad debts. They made up so much of the increases in total expenses partly because they are bigger than the other two classes of expense. This is so in all three kinds of wholesaling. But, also, they increased most in proportion to their size in all three trades.

In footwear, the increase in administrative and general expenses more than accounted for the drop in net profit. This was offset by a small drop in selling expenses. Selling expenses, which include salaries, traveling expenses, advertising, increased least by proportion in dry goods and piece goods houses.

Only wholesalers proper are included in the report. That is, agents, brokers, drop shippers, who don't perform full selling, warehousing and delivery functions, are counted out.

Salaries, Wages

Part played by salaries and wages in pushing up costs can't be measured from figures for the 107 firms. But the report does give breakdowns for 167 firms, including the 107 plus other firms not covered for 1947. These figures can be compared with a sample of 138 for 1947, also including the 107.

Salaries, commissions, bonuses and other payments to salesmen decreased as a percentage of sales in latest figures in dry goods and footwear. (To 3.09% 2.63% from 3.22% in footwear). They rose slightly in piece goods.

Increases in the salaries and wage bill for warehouse, delivery, office and administrative purposes accounted for 25% of the decrease in net operating profit in dry goods; for 16% in piece goods; for 70% in footwear.

The drop in selling costs as a percentage of sales did not result from more selling: sales per firm dropped in all three kinds of wholesaling in these samples, as in the 107 alone.

Big, Little Fellow

Net operating profit or what the wholesaler got out of his customers' dollar looked better for bigger wholesalers than for small ones, on the whole. Here's how it looked for different annual sales classes among the 167 firms in the latest data:

Dry Goods	Under $250,000 sales yr.	$250,000 to $1,000,000	$1,000,000 to $3,000,000	Over $3,000,000
Gross profit	14.79	16.08	16.41	15.28
Net operating profit	0.61	1.76	2.76	2.29
Piece goods	Under $200,000 sales yr	$200,000 to $500,000	$500,000 to $1,000,000	Over $1,000,000
G. P.	15.76	17.55	15.08	15.80
N.O.P.	0.85	3.30	2.70	4.18
Footwear			Over $500,000	
G. P.	13.76	14.06	11.46	...
N.O.P.	0.39 (loss)	0.60	2.62	...

Figures for the 167 firms show "other trading income," which is added to net operating profit to give total net profit before income tax deduction. Other trading income includes things like discounts taken on purchases, interest earned. Here's how it affects the 167 firms when compared with 138 firms in 1947.

% of Sales	Dry Goods 1947	Dry Goods Latest	Piece Goods 1947	Piece Goods Latest	Footwear 1947	Footwear Latest
Net operating profit	4.51	2.34	7.49	3.29	2.58	1.48
Other trading income	1.04	0.92	0.71	0.86	0.50	0.19
Total net profit before income tax	5.55	3.26	8.20	4.15	3.08	1.67

Employee Benefits

The bigger a dry goods or piece goods wholesaling firm is, the more it tends to go in for employees' benefits. But there does not seem to be much difference between large and small footwear wholesalers in this respect.

Here's how spending on employee benefits looks for the 167 firms:

Dry goods	Under $250,000 sales yr.	$250,000 to $1,000,000	$1,000,000 to $3,000,000	Over $3,000,000	All Sizes
Employees' Benefits (% of sales)	0.02	0.12	0.23	0.25	0.22
Piece Goods	Under $200,000 sales yr.	$200,000 to $500,000	$500,000 to $1,000,000	Over $1,000,000	All Sizes
Employees' Benefits (% of sales)	0.01	0.11	0.19	0.22	0.17
Footwear				Over $500,000	
Employees' Benefits (% of sales)	0.03	0.02	0.04	...	0.03

This table compares only the relation of employees' benefits to size of firm in the different kinds of wholesaling. It doesn't give a comparison of how good different kinds of wholesalers are to their employees, because different kinds of wholesalers have a different number of employees per dollar of sales.

Advertising

In two kinds of wholesaling bigger firms have bigger advertising spendings in relation to sales. Biggest dry goods houses spend more than three times as much on advertising, per dollar of sales, as do smallest ones; biggest footwear houses spend about twice as much as smallest in that trade.

But in piece goods, there seems to be little relation between sales per year and per dollar spending on advertising. Here are averages for all sizes.

	% of Sales Spent on Advertising
Dry goods	0.35
Piece goods	0.15
Footwear	0.27

Wholesale Shoes Dollar Breakdown

How much does the footwear wholesaler mark up your shoes, rubbers, etc., as they go through the warehouse? Latest government figures show the marking is about 13 cents of each dollar he charges your retailer. (They also show 98% of wholesalers' shoe sales going to retailers direct). Here's breakdown of the price the retailer pays. Amounts would be smaller on the price you pay to the shoe retailer.

Wholesaler's Operating Expenses:	Cents
Selling expenses	3.83
Sales staff's sals., commissions, bonuses, etc.	2.63
Traveling expenses	0.69
Advertising	0.27
Other selling expenses	0.24
Warehouse & delivery expenses	1.86
Salaries & wages	1.41
Maintaining delivery equipment	0.14
Outward freight, contract haul'g	0.17
Warehouse supplies	0.08
Other	0.06
Administrative & general expense	5.61
Admin. & office salaries	2.72
Employees' benefits	0.03
Occupancy (incl. tax., insurance)	0.66
Light, heat & power	0.09
Taxes (except on real estate)	0.09
Insurance (except on real estate)	0.17
Office supplies	0.22
Postage, telegraph, telephone	0.34
Cash discounts allowed	0.07
Net bad debt loss	0.24
All other expenses	[illegible]
Total operating expenses	11.30
Net operating profit	1.48
Gross profit (total oper. exp., net oper. profit)	12.78
Paid to manufacturer or distributor who sold footwear to wholesaler	87.22
	100.00

The average footwear wholesaler also got other trading income from discounts he took on purchases, interest earned, etc. This gave him 0.19 cents extra and brought his total net profit before paying his income tax to 1.67 cents for each dollar's worth of goods for which he billed the retailer.

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INVESTMENTS

Athona Mines

Could you give me some information regarding earnings, production, holdings and reserves of ore of Athona Mines (1937) Ltd.

Athona Mines (1937) is not in production, does not possess a mill and as far as we are aware, has had no earnings.

The company is still in what is known as the development stage and holds a number of gold and uranium properties of varying merit.

The furthest developed property is a gold prospect in the Lake Athabaska area where 1,223,000 tons averaging 0.07 oz. gold per ton has been estimated. Of course, this is too low a grade to be treated profitably under current conditions.

The company has one uranium prospect adjoining the Ace Lake property of Eldorado which is to be placed in production and other uranium properties are held both in the Athabaska and Great Bear regions. In addition, the company also owns 500,000 shares of Goldcrest Mines; 1,150,000 shares of Viking Yellowknife and 5,000 shares of Discovery Yellowknife.

The company has an authorized capital of 5,000,000 shares of which 4,756,330 shares are outstanding. Reorganization of the capital structure may be necessary in order to facilitate further financing.

Beauharnois Power

Please give me some information on shares of Beauharnois Power Corp.

Following is information on shares of Beauharnois Power Corp.

In 1940, shares of Beauharnois Light, Heat & Power Co. were issued to shareholders of Beauharnois Power Corp. on the basis of one share of Beauharnois Light, Heat & Power Co. for each two shares of Beauharnois Power Corp. held. Holders of unconverted class "A" shares of Beauharnois Power Co. received, however, one share of Beauharnois Light, Heat & Power Co. for each 20 shares of old class "A" held.

We understand that the old shares of Beauharnois Corp. can still be converted into Beauharnois Light, Heat & Power Co. common stock on the same basis. We would suggest, therefore, that if you hold some of the old stock, you write to your transfer agent, which is the Montreal Trust Co., 511 Place d'Armes, Montreal, Que. They could give you information as to the proper procedure in handling this stock.

There is still, apparently, a market for the old shares, although they are naturally not listed on the exchange. On the unlisted market, they are quoted at $11 bid and $13 asked. The common shares of Beauharnois Light, Heat & Power Co. are currently quoted on the unlisted market at $28 per share bid and $29 per share asked.

Beauharnois Light, Heat & Power Co. of course, was expropriated by the Quebec provincial government in 1944. While the provincial government acquired the bulk of the shares of Beauharnois Light, Heat & Power Co. through its acquisition of Montreal Light, Heat & Power Co., arbitration hearings have been going on intermittently for over two years now to decide the amount of compensation, if any, to be paid minority shareholders of the company. When a decision may be handed down on this matter is not known.

The value of the shares depends, of course, on this decision. Originally, the government made an offer which would have left nothing for the common shareholders, and the offer was turned down. The Arbitration Board turned down a motion by the shareholders that the value should be based on the earning power of the company, and so evidence at the hearings has been directed toward establishing a value for the individual assets and rights held by the company at the time of expropriation.

The present market price for shares of Beauharnois Light, Heat & Power Co. seems to indicate that investors expect a decision which will result in a payment of at least that amount. However, it remains to be seen whether this expectation will be realized.

Atlas Steels

What is the dividend rate on Atlas Steels Ltd. common? How is the company doing? What is its position with regard to supply of steel?

Atlas Steels Ltd. has declared an interim dividend of 25c a share payable Feb. 1, 1951 to shareholders of record Jan. 3. No statement was made regarding the possibility of future dividends. This is the first dividend to be declared since 25c a share was declared payable on Aug. 1, 1949.

The fact that the company has declared this dividend is taken as an indication that its upward trend in earnings is continued. For the nine months ended Sept. 30, 1950 the company reported a net profit of $509,746 equal to 61c a common share. For the whole year 1949 it only showed a net profit of $510,666.

Earnings per common share have been 61c in 1949, $1.94 in 1948, $1.19 in 1947, and 96c in 1946. A dividend rate of $1 a share a year on the common stock was established with the quarterly payment of 25c a share on Nov. 1, 1947 and paid regularly up to and including Aug. 1, 1949. No dividends were paid and declared after that until the above mentioned declaration.

Demand for all types of steel is very strong at present which augurs well for the company. Apparently also the company's decision to go into the stainless steel sheet business has been well warranted because it placed its stainless sheet steel mill on a three shift 24-hour basis and has ordered a cold reduction mill in order to supply a wider range of sheet products. Installation of this latter mill is expected to be completed within six months.

With regard to a supply of steel, we would guess that probably Atlas Steels would be able to get pretty well all the necessary steel it needs. We base this on the fact that its products might be considered essential and consequently feel that the government would arrange steel supplies for it, in the event that it is working on war or defense contracts. We understand that at present the company is not having any difficulty in getting an adequate supply of steel scrap and that it has improved its position with regard to a supply of nickel recently.

J. E. LABELLE

has been elected president of the Provincial Bank of Canada.

S. Canada Pr. Gross Inc. Up

MONTREAL (Staff) — Power demands on Southern Canada Power Co.'s system continued to rise in the final quarter of 1950, the company states, and a recent peak of 93,600 k.w. was recorded. Many new industries have located in its territory, while a considerable number of the existing ones have expanded, or are expanding operations.

Helping satisfy the increasing demand is the new 110,000 volt transmission line from St. Cesaire to Magog, and the high capacity central substation at Magog, put into operation late last fall. Other projects completed during the quarter were a duplicate 48,000 volt line with switching connections giving service to Waterloo and, at St. Johns, a new 48,000 volt line from the Singer plant to St. Regis Paper Co. A total of 45 miles of rural and distribution lines were put into service.

Stream flow conditions, the company reports, have been good, and the fall rains have saturated the ground, giving assurance of good flow conditions during the winter. Storage reservoir situation "is among the best recorded in the past 10 years."

Merchandise sales for the quarter totaled $301,000 up 40% from the last three months of 1949.

Gross earnings for the 12 months ended Nov. 30, 1950 amounted to $5,895,773, against $5,233,503 for the same period a year ago. While operating and maintenance expense, taxes, interest, dividends and depreciation all were higher, with total deductions climbing to $5,628,363 ($5,101,015), surplus more than doubled at $267,410 ($132,488).

Army Orders Raise Output Cotton Mills

MONTREAL (Staff) — Canada's cotton textile mills enjoyed a substantially higher overall level of operations in 1950 than in 1949, figures released by the Cotton Institute of Canada show.

Total bale openings for the year at 454,970 (500 lbs. gross weight) were up 70,981 from 1949, hitting their highest point since the peak years 1940-42 (1942 total was 496,102). Openings in December totaled 39,665 bales, up from December, 1949, but down somewhat from November, 1950's 44,161.

The higher over-all activity, states the Institute, was mainly due to stronger demand following the outbreak of war in Korea. Except for March, when monthly openings cracked the 40,000 bale mark for the first time since October, 1942, "The high figures were all reached during the last quarter of 1950, showing the effects of increased civilian and military demand upon the Canadian textile industry."

The 1950 monthly figures, it is stated, show activity has been more irregular than in any other postwar year. During the first six months, stiff foreign competition was evident but in the last half of the year, mills "were engaged in meeting the general upsurge in business." Defense orders did not begin to be placed in large quantities until late in the fall.

Recently it was stated that cotton mills were busier than at any time since the end of the war. Total Canadian production for 1950 was estimated at 300 million yards, up 45 million from 1949, while the total of imports was estimated at some 175 million yards, off 41 millions from the previous year.

The 1950 index of bales openings (1935-39 equals 100) stood at 145.2, against 125.2 for 1949 and 160.6 for 1942.

Quebec Power Gets 1st New Autobuses

MONTREAL (Staff) — The first two of 30 new autobuses ordered by Quebec Railway, Light & Power Co. have now been received by the company, while the balance are expected to be in service by February, it is stated. Buses were built at Canadian Car & Foundry Co.'s Fort William plant, and cost about $600,000. In 1949, 45 new buses were bought, completing the conversion from street-car operation in Quebec City.

The new vehicles, equipped with torque converters, are adapted to the unique traffic conditions of Quebec's hills and narrow streets. They are powered by Associated Equipment Co. engines, in wide use by the London Transport Co. in London, Eng.

Man. Power Comm. Continues Plan

In 1950, Manitoba Power Commission's rural electrification program included extension of transmission lines to 37 towns and villages and 33 farm areas, General Manager W. D. Fallis states. With the exception of four farm areas which will receive service in 1951, the program was completed in December. In 1950, 10,000 new services were connected to hydro power lines.

Major improvements completed during December included a 66,000-volt transmission line between Brandon and Boissevain to relieve overload conditions on the 33,000-volt line which previously was the main supply for southwestern Manitoba. A number of new substations and additional transformer capacity were installed and changes were made to the electric distribution system in Altona.

Effective Dec. 31, 1950, minimum monthly bill for domestic customers was reduced by 25c in 143 towns and villages. This is in accordance with plans to annually reduce minimum for communities not yet on the standard minimum rate.

Power purchased and generated during December totaled 27,167,680 kwh., an increase of 26% over the corresponding 1949 period.

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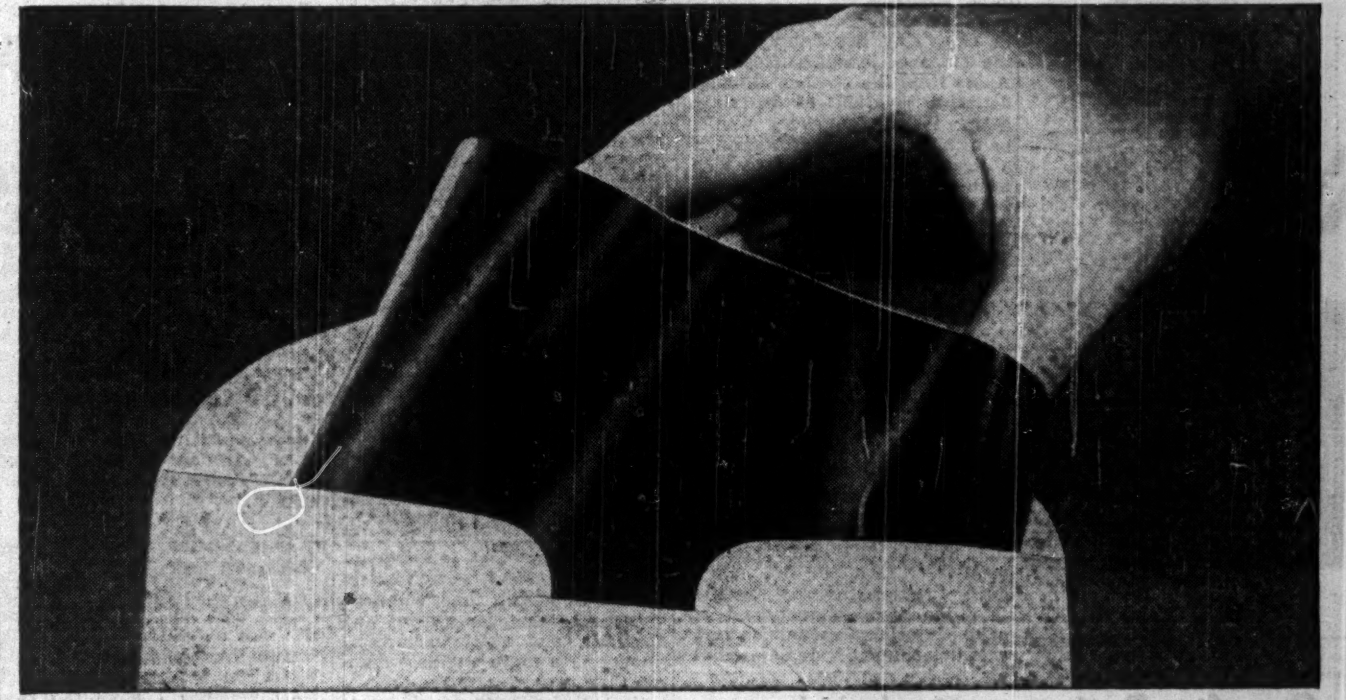

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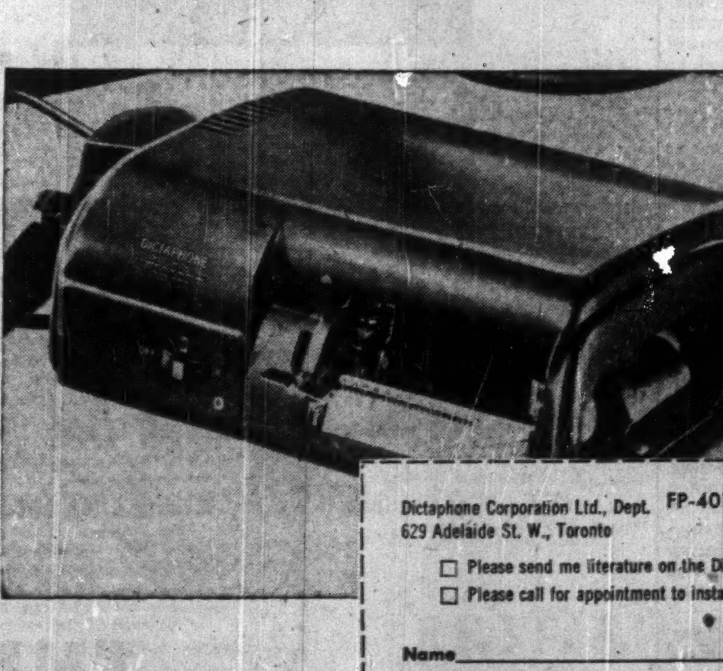

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Why Object to Having Women as Bosses?

The Question: Some object to women bosses in business and professions. Why?

The objections to women bosses in business and the professions seem to be declining. That's the trend indicated in replies to The Financial Post question this week, a number of them from top members of Canada's National Office Management Association.

Among the chief criticisms remaining against women in top executive positions are emotional instability and the fact that they are less likely to make the job a permanent career than are men. In their favor, several of those who replied claim women pay more attention to detail, and can get along better with feminine staffs than can male executives.

Others expressed the views that "brainpower has no sex" and that women are gradually being accepted on their merit for top positions.

MRS. MARGARET E. ASHDOWN, Coleman Lamp Ltd., Toronto.

That there should be those who still say, "Make my boss a man," is but a natural outgrowth of centuries of male domination of the business and professional field. That this group is diminishing numerically every day is also understandable, since thinking people everywhere realize that brainpower has no sex. It is definitely the individual and not the gender which counts. When men cut loose the moldy chains of tradition which bind them to a dead past, and when women learn never to sell each other short, the last fragments of prejudice will vanish and women in business will be judged solely on the basis of their accomplishments.

* * *

J. O. BLICK, President and Managing Director, CJOB, Winnipeg.

What better reply than to quote from Thomas D. Horton's "What men don't like about women" — "To be a boss it would seem a woman must remove from her life most of the attributes that poets find so alluring — charm, graciousness, tact, decency, consideration, affection, repose. Since every woman is biologically every other woman's enemy, a woman boss has a particular advantage in exercising her enmity under the guise of business necessity." Apart from the obvious although doubtful solution of marriage, better to pension every woman boss in business or profession as a straight expense to give them time and money to become social butterflies — an insect I can more frequently enjoy.

* * *

E. W. BOWNESS, Chairman, Canadian Western Natural Gas Co., Calgary.

It depends on the type of business or profession. I cannot see women bosses of major railroad engineering firm or utility company, but could as head of smaller department stores, manufacturers of certain consumer goods, etc. With this reservation I see no valid objection, provided they previously proved themselves as prepared to take same responsibilities as men and are able to curb their sometimes unstable feminine temperament and so-called intuition in moments when cold detachment and unbiased decisions are necessary.

* * *

MARGARET BROWN, Associate Publisher, Marketing, Toronto.

Most men don't like women bosses and that is understandable, because it takes the exceptional man to accept a woman's dictates, outside of his own home, that is. But exceptional men do exist and they will work alongside the boss without considering whether the job is held by a man or a woman.

Younger girls in business develop much more quickly under the guidance of a woman boss, because she will usually take the trouble to explain things to them and be patient with their early mistakes. The good woman boss recognizes ability in her own sex and seeks to advance the position of women in her employ. It is my impression that most girls are rather proud of their "women bosses" and it gives them an incentive to emulate or overtake that gal at the head of the business — unless, of course, she is one of the "bossy" bosses, which only men can afford to be.

* * *

S. L. CAPELL, President, Philco Corp. of Canada, Toronto.

Objections to women in executive positions or professions seem based on age-old concepts which are slowly giving way to recognition of women's unlimited potential in these fields. Resistance to this trend is apparently founded on inherited prejudices, fear of competition and genuine concern that business or profession will never be more than secondary to temporary interest which may be terminated prematurely by marriage and motherhood as paramount considerations. Those women who give to business or profession the same undivided and uninterrupted attention as men will gradually be accepted on merit even though remaining a minority.

* * *

RODDY CHOQUETTE, President, Burnett's Ltd., Montreal.

You will meet with no objection to women bosses in any of my enterprises. In all my years of operation in the home-service field, dealing largely with women as customers, our female staff have won positions of responsibility and hold the respect of all either as co-workers or as bosses. I only wish that more women would think in terms of a career in business. Those who have stayed with me are invaluable. In my businesses I deal with women and work with women, God bless 'em.

* * *

R. J. CLARKE, Managing Editor, St. Maurice Valley Chronicle, Trois Rivieres, Que.

Having a woman as their boss in business or profession is repugnant to men because (1) it hurts their vanity; (2) seems like an unnatural inversion and (3) perpetuates a situation to which most of them have had to become reconciled on the home front.

PAUL DUBUC, Director, Genin, Trudeau & Co., Montreal.

It all depends on the ability of the party in question. I see no objection to the women in the business world if they have the qualified requirements to hold a position of executive.

* * *

W. N. DEISHER, Vice-President and General Manager, A. V. Roe Canada Ltd., Malton, Ont.

Experience in our industry has shown that it requires a woman supervisor to enforce discipline over a group of female employees. When a man is in this position he must rely to a great extent on a matron. On the other hand, when discipline does not enter the picture such as with specialist or professional female jobs, then the persons concerned prefer to be supervised or directed by a man. In no instances should male employees be supervised by a woman no matter how capable she may be, as there would inevitably be a loss of dignity on the part of the male employee.

* * *

CLAUDE F. DUNFEE, President, Life Underwriters Assoc. of Canada, Vancouver.

"Never underestimate the power of a woman" started as an advertising slogan but has come to be something of a byword. It is well recognized that women exert a predominant influence over the nation's spending habits today. We must all be prepared to find and accept new ways of arriving at desired results. Old ideas of government, of management, of woman's place in business will no longer serve. There must be more sharing and less selfishness and the woman who has risen to a position of prominence as a result of demonstrated ability is as equally deserving and as generally accepted as is her brother.

* * *

H. H. GIBAUT, President, John Ritchie Co., Quebec.

Although the old adage claims that woman's place is in the home, there is a definite part to play for women in business and professional life. For a woman to succeed to the position of boss, she must possess the qualifications, qualities and character necessary for that attainment. Being in command, women bosses are apt to permit their emotions to govern their department and decisions, and react to circumstances in a more unstable manner than men, due to the physiological dissimilarity which exists between them. By the same token, men subordinated to the dictates of women bosses feel a sense of embarrassment which prevents their best endeavors.

* * *

DR. EDNA M. GUEST, O.B.E., Medical Arts Bldg., Toronto.

Delightfully appropriate it is that this poll should emanate from a publishing house wherein sits at a neighborly desk what is probably Canada's most popular boss, the editor of Chatelaine, Miss Byrne Hope Sanders. This woman boss sees her work clearly as the co-ordinator of the brilliant minds and workmanship of the men and women who work with her and who through understanding have become one happy loyal unit. This in reverse I believe is a partial answer to your question. Women are not such bold actors as men, and when the woman boss is not sure of herself those working with her are quick to adjudge and become restless, disinterested, and finally disloyal. Innately, many feel also a certain awe in the presence of men which befogs their more critical eye and makes them feel men are more winsome as bosses.

* * *

R. B. HERDER, President, The Telegram, St. John's, Nfld.

Who am I to give an opinion on such a weighty question? Don't you know there are women publishers, and certainly we do not want to start a tong or a tongue war. No, sir, I'm all for peace in the home as well as in the newspaper world.

* * *

E. L. HICKMAN, Managing Director, A. E. Hickman Ltd., St. John's, Nfld.

Don't know, never had a woman boss.

* * *

MISS E. LORRAINE JOHNSTON, Lawyer, Vancouver.

A truer statement of the position of women executives (the term "boss" is not acceptable in business and industry today) and professional women would be an expression of prejudice rather than of objection. The novelty aspect of women in business and professions has not been fully eliminated, owing to the element of short time in which women have been executives and to the small numbers of women in such positions as compared to men. By the turn of the century such a question on a national poll will be as ridiculous as a poll today asking "should a decent girl wear makeup."

* * *

FRANK LOWE, Special Writer, Montreal Daily Star.

As one who married the only woman boss he ever labored for (she was an editor and I had to do something to get free of outdoor night assignments) I don't know whether I have the raw courage to comment on the question: After all, we're still married. But generally speaking (and any similarity to women bosses inhabiting the Lowe menage is strictly coincidental) the principal objection to women bosses is: "If they're pretty you get fired for patting 'em, and if they're not pretty you get fired if you don't."

* * *

MISS VIRGINIA MATHONEY, Henry Birks Ltd., Windsor.

The general reason may be that female employers are judged as inclined to be just a bit too "bossy," emotional and allow personalities to enter into business. The female employee may look upon a female employer with a bit of jealousy and the male employee's pride may be affected. Women may also tend to be more insistent upon tiresome detail. Today's necessary efficiency in modern business demands that the person best suited for a position will earn that position regardless of race, creed or sex. Some will not give in to this fact; the practice is comparatively new, some frown upon progress.

* * *

MRS. ALLISON MACMILLAN, Past President, Federated Women's Institutes of Canada, Charlottetown, P.E.I.

In my humble opinion the objection to women bosses in the business and professional world is mainly an inherited prejudice and jealousy. In many cases, people have taken too much for granted and are not interesting themselves in exploring the capabilities of the female mind. Since Adam, man has been recognized as the superior being by the uneducated masses and like so many changing their political affiliations "it just cannot be done." Women are to a certain extent responsible for the idea, for they have not thrown out the challenge to show what they are able to accomplish with their special interest in education. In health and cultural activities they could give unparalleled leadership and would wield an influence that would break down this antiquated line of thought.

* * *

D. MALCOLM NEILL, General Manager, CFNB, Fredericton.

Besides the natural reluctance of many men to work for women bosses, I feel women's natural lack of broad perspective and their meticulous attention to detail are particular traits which render them generally unsatisfactory for supervisory and managerial positions for which a keen sense of proportion is essential. Of course we are all well aware of numerous exceptions to this broad observation.

* * *

C. D. OVANS, Secretary, B. C. Teachers' Assoc., Vancouver.

Few women hold administrative posts in the teaching profession in British Columbia. However, I know of half a dozen or so women principals who manage large schools very successfully with no staff friction. I suspect that school boards appoint males as principals not so much from objection to women as bosses as from a desire to give to males what few relative plums there are in teaching. Another factor is that more men than women make teaching their life work, and men are therefore more willing to take the additional training required to prepare them for executive positions.

A. B. PERLIN, I. F. Perlin & Co., St. John's, Nfld.

Women bosses in Newfoundland are too rare outside the domestic circle to justify opinion founded on local experience. From limited observation elsewhere, I can only suggest that objection to women bosses in business and professions is based on probability that the female of the species is more ruthless than the male.

* * *

RALPH RANSON, Felt & Terrant Ltd., Calgary.

Employers objecting to efficient women bosses do not realize what they are missing. Employees object because women bosses are more exacting, knowing what constitutes honest day's work from their own past experience. Women being perfectionists, often get on with the job, doing less talking about what they have done and what they are going to do. The average person fears competent woman boss because she has the required know how and a good degree of persistence. Perhaps today we could learn something for our benefit by close study what goes on in a bee hive.

* * *

J. M. SINCLAIR, President, J. M. Sinclair Ltd. & Cdn. Wholesale Grocers' Assoc., Winnipeg.

Women for office a strong contender?
How dare I an opinion render
Belonging to the opposite gender.
Boss she is in all her splendor,
Woe to him who would upend her.
With consummate ease can I offend her,
But never, never comprehend her.

* * *

R. BRUCE TAYLOR, Executive Vice-President, General Steel Wares, Toronto.

Most of us have had too little opportunity to observe women bosses in business or professions to have more than a theoretical opinion. Some women have been outstandingly successful so it must be granted that women can be good bosses. Most women, however, do not stay in business or a profession long enough to be considered as a possible boss and, perhaps for this reason, few women show interest in learning to be a boss.

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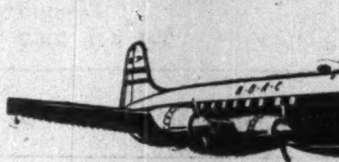

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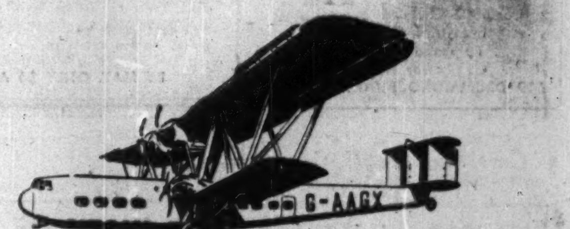

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Many people in our time have laughed at the sentence, "A rose is a rose is a rose." It was written by a modern writer named Gertrude Stein. She explained her "most-quoted" sentence like this: "If you say 'a rose is a rose is a rose' only once, you become aware of roses—and that is all I want you to be—aware of roses."

So, if we say: "Savings are savings are savings"—you will understand we are trying to make you aware of savings. It seems that, if we say a thing often enough, it will register—upon our minds. And so we say again, "Savings are savings are savings."

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Industry, Merchandisers Banks' Best Customers

Borrowing at the chartered banks by Canadians, whether as individuals or as business or governmental bodies, in the post-war period has moved steadily into new high ground. Volume of these loans has more than doubled in the ten years from 1941 to 1950.

The annual classification of loans in Canada, compiled by the Department of Finance and published in the Statistical Summary of the Bank of Canada for December gives the total chartered bank loans in Canada on Sept. 30, 1950 at $2,575.3 millions, $1,275.1 millions on Oct. 31, 1941.

The Bank in 1947 took the figures as at Sept. 30. Prior to that, figures are as at Oct. 31. Between 1941 and 1944 there was some decline in borrowing, due partly to industrial operations being dominated so much by government orders and financed by the Federal Government. Since 1944 the general trend has been upward, however, and the 1950 figures accordingly are also more than double those for 1945.

Four Main Groups

The summary breaks down total loans into four main groups, the fourth group "Agricultural, Industrial and Commercial" embracing 11 different classes under industry and six classes under the commercial heading, the general grouping having been changed from previous years.

Manufacturers hold first place as borrowers, as they have since 1945, with merchandisers second, personal borrowers third and farmers in fourth place.

Industry generally had $584.7 millions of bank loans on Sept. 30, 1950. Of 11 different classes of industry; textile, leather and clothing manufacturers were the largest borrowers, with $138.9 millions of loans. The next heaviest borrowers in the group were food, beverage and tobacco manufacturers. These two classes of manufacturers occupied the same relative places in 1950 as in 1949. But in 1948, food, beverage and tobacco industries combined were in first place, with textile, leather and clothing manufacturers in second place. Forest product industries which were the heaviest industrial borrowers in 1947 with total loans of $108.4 millions, were in third place in 1950 with loans of $76.1 millions.

Among the other groups, merchandisers held a leading place with loans of $436 millions. This group has steadily borrowed more each year since 1943.

Personal loans, including loans for other than business purposes on security of marketable stocks and bonds and to individuals for other purposes, not included elsewhere, showed the large total of $461.6 millions. This group under the new classification has shown a steady uptrend each year since 1943.

Farmers Good Customers

Farmers as a group continue to be good customers of the banks with loans of $255.8 millions on Sept. 30. This being the eighth consecutive increase in use of bank credit.

In all classes, higher prices have been a factor while in many cases, increased inventories also have been a factor. For some years the fear of a decline in price made many manufacturers and merchandisers, wary against being caught with large stocks of raw and finished goods, if a general price decline were experienced. Now, however, with this fear having been driven out by the war situation, there is no hesitation against holding at least normal inventories.

In many cases moreover, much of the money borrowed was used for plant and warehouse additions and alterations.

The Financial Group including investment dealers' and brokers' call loans and loans to trust and loan and insurance companies totaled $187 millions, the second successive increase. Municipal and provincial borrowing have also increased due largely to construction of public works, until permanent financing is arranged. Comparative figures follow. The form of the classification has been revised and only 1950 figures are shown as published by the Finance Department. Figures for prior years have been recast by the Bank of Canada.

ANNUAL CLASSIFICATION OF LOANS IN CANADA
Millions of Dollars as at Sept. 30

	1950	1949	1948	1947	1946*
Government and Other Public Services					
Provincial governments	23.6	40.4	20.5	20.6	12.1
Municipal governments and school districts	91.5	78.1	67.6	43.9	26.5
Religious, educational, health and welfare institutions	33.1	26.5	23.8	13.5	7.8
Total Government and other Public Services	148.2	143.0	111.9	78.0	46.4
Financial					
Investment dealers and brokers to the extent payable on call or within thirty days	101.2	102.4	75.4	83.9	97.8
Trust, loan, mortgage, investment and insurance companies and other financial institutions	86.0	57.5	41.4	38.0	35.4
Total financial	187.2	159.9	116.8	121.9	133.2
Personal					
Individuals, for other than business purposes, on the security of marketable stocks and bonds	243.4	234.6	225.1	225.8	220.8
Individuals, for other than business purposes, not elsewhere classified	218.2	167.6	150.4	133.6	111.6
Total Personal	461.6	402.2	375.5	359.4	332.4
Agricultural, Industrial and Commercial					
Farmers	255.8	184.4	161.9	147.3	109.8
Industry:					
Chemical & rubber products	29.2	25.3	27.0	14.4	5.9
Electrical apparatus and supplies	14.3	9.2	12.7	14.5	3.2
Food, beverages & tobacco	122.5	117.0	130.9	105.1	74.2
Forest products	76.1	102.6	104.7	108.4	74.7
Furniture	16.2	13.1	12.7	12.3	7.6
Iron and steel products	53.4	75.2	73.2	88.6	46.4
Mining and mine products	26.0	21.9	18.9	17.0	13.7
Petroleum and products	22.9	10.6	6.4	9.0	8.4
Textiles, leather & clothing	138.9	134.9	118.5	106.7	73.3
Transportation equipment	30.1	25.5	21.1	17.6	11.6
Other products	55.2	42.5	35.8	40.3	29.8
Total Industry	584.7	577.9	561.8	533.9	343.6
Public utilities, transportation & communication companies	53.9	34.5	36.3	42.5	15.9
Construction contractors	122.7	113.3	103.6	93.9	71.7
Grain dealers and exporters	93.1	190.1	103.3	67.9	67.7
Installment finance companies	96.5	74.6	53.1	65.7	28.3
Merchandisers	436.1	415.5	387.4	359.8	244.8
Other business	135.5	113.0	89.1	67.8	45.0
Total Agriculture, Industrial & Commercial	1,778.3	1,703.3	1,496.5	1,378.9	926.8
Total Loans in Canada	2,575.3	2,408.4	2,100.7	1,938.2	1,438.9

*As at October 31.

COMPANY REPORTS

To assist readers in appraising and comparing company financial statements, The Financial Post has a uniform method of presenting corporation accounts. Variations from the companies' published reports are footnoted.

CANADA TRUST CO. net profit for the year ended Dec. 31, 1950, amounted to $209,657, up 53.4% from the previous year's $136,669, equivalent to $2.10 and $1.37 per share respectively.

Estates, trusts and agencies under administration at year's end totalled $118,096,473, a record and an increase of $10 millions. Total assets at year's end stood at a new high of $140,169,227.

Mortgages and agreements for sale in Guaranteed Trust account increased by $2,180,000 to $8,683,000.

Paid-up capital and reserve was doubled to provide for future expansion.

Annual meeting will be Feb. 14, 1951, at London, Ont.

	1950	1949
Liabs. to pub., etc.*	$18,350,933	$15,371,249
Sh'holders' equity	3,721,822	1,832,166
*Secured by:		
Mtge. & sls. agree.	6,969,444	7,190,023
Liquid assets▲	15,072,755	10,013,392
Total	22,072,755	17,203,415
▲Includes bonds and stocks.		
Estates account	118,096,473	108,071,310
Net profit	209,657	136,669
Earned per Share‡:	$2.10	$1.37
Paid (new)	0.80	....
Paid (old)	4.00	8.00

‡Based on 100,000 shs. o/s after 5-for-1 stock split in July, 1950.

INTERNATIONAL PAINTS (CANADA) LTD. net profit for the year ended Sept. 30, 1950, amounted to $122,890, down 16.3% from the previous year's $146,737. Operating costs, including wages, freight, essential raw materials, etc., continued to increase. In addition, sterling devaluation hit sales to shipping but this was partly offset by increased domestic sales.

Net capital expenditures amounted to $263,723. The new varnish plant is now in operation. No new expenditures are anticipated in the near future.

CONS. INCOME ACCOUNT

Years Ended Sept. 30:	1950	1949
Net earnings	$317,063	$353,344
Less: Deprec.	72,696	52,544
Deb. int.	9,625	8,750
Deb. disc. & exp.	......	2,900
Inc. tax res.	90,270	111,861
Trans. to gen. res.	16,582	25,552
Dev. exp. prov.	5,000	5,000
Net profit	122,890	146,737
Less: Pref. divd.	50,390	50,390
Surplus for year	72,500	96,347
Earnings per Share and Dividend Record:		
Preferred†	$2.93	$3.49
Preferred‡	2.23	2.58
Paid	*1.20	*1.26
Common‡	1.03	1.38
None paid.		

*Includes 60c in respect of prior year.
†Before (‡after) taking participation into consideration

CONDENSED CONS. BALANCE SHEET

As at Sept. 30:	1950	1949
Cash	$145,633	$537,505
Life ins., c.s.v.	11,524	10,086
Accts., etc., rec.	614,685	533,139
Inventories	763,585	598,369
Total curr. assets	1,535,427	1,679,099
Misc. assets▲	43,736	71,566
Fixed assets*	911,816	713,306
Total assets	2,490,979	2,463,965
Accts. pay., etc.	236,346	252,261
Taxes pay.	91,421	107,573
Debent. due	30,000	30,000
Total curr. liab.	357,767	389,834
Reserves	426,201	409,619
Funded debt	240,000	270,000
Capital stock	840,000	840,000
Earned surplus	627,011	554,512
*After depr. of	674,694	609,482
▲Incl. ref. EPT	7,987	43,220
Working capital	1,177,660	1,289,265

ROYAL BANK APPOINTMENTS

J. C. MAYNE — E. B. DURHAM — D. S. ANDERSON — K. S. C. MULHALL

Appointment of J. C. Mayne as Supervisor of Alberta Branches is announced by The Royal Bank of Canada, Mr. Mayne has been Manager of Calgary Branch since March, 1950. He succeeds E. B. Durham, Supervisor since 1944, who is retiring on pension.

Succeeding Mr. Mayne as Manager of Calgary Branch is D. S. Anderson who has been Manager of the bank's 3rd Street West Branch since 1949. K. S. C. Mulhall becomes Manager of the latter branch.

Staff Changes

Chartered banks announce the following staff changes.

Montreal:

B. E. ROGERS, manager, Truro, N.S., to be manager, Charlottetown, P.E.I.

J. R. McLEAN, head office, to be second assistant manager, Montreal.

R. R. MULHOLLAND, manager, Victoria, to be manager, Ottawa.

F. W. TROOP, manager, Charlottetown, to be manager, St. John's, Nfld.

D. MacGREGOR, manager, St. John's, to be manager, Victoria.

J. ROBERTS, accountant, Dundas and Roncesvalles, Toronto, to be manager at branch shortly to be opened at Willowdale, Ont.

G. A. ODER, accountant, Picton, to be manager, Acton, Ont.

F. M. WARREN, second assistant manager, Montreal, to be manager, Peterborough, Ont.

• • •

Imperial:

W. H. FAULDER, assistant manager, Edmonton, to be manager, Bay and Temperance, Toronto, owing to retirement of E. J. Case.

S. E. ASHLEY, accountant, Vancouver, B.C., to be assistant manager, Edmonton.

M. W. GARRATT, accountant, 734 West Hastings St., Vancouver, to be accountant, main branch, Vancouver.

R. E. Y. BALDWIN, manager, Preston, to be manager, Niagara Falls South, succeeding J. H. Arkell, retiring.

C. B. EVANS, accountant, East End, St. Catharines, to be manager, Preston.

R. W. G. FREESTONE, assistant accountant, Kitchener, to be accountant, East End, St. Catharines.

H. S. MANN, manager, St. Vital, Manitoba, to be manager, Athabasca.

D. C. SHIRREFF, manager, Athabasca, is being transferred to St. Vital Branch, Winnipeg.

• • •

Nova Scotia:

K. S. RUSSELL, to be supervisor western branches with headquarters at Winnipeg.

T. D. WINDROSS, to be an assistant supervisor attached to Supervisor's Office, Winnipeg.

G. K. LAING, to be manager, Fort William, Ont.

C. A. SHANNON, to be manager, Whalley, B.C.

G. C. ROY, an inspector attached to Supervisor's Office, Saint John, transferred to the Supervisor's Office, Winnipeg in a similar capacity.

• • •

Dominion:

F. DANN, formerly accountant, Yonge and St. Clair, Toronto, to be manager, Lansing, Ont.

GEO. RICHARDSON, formerly manager, Queen and Broadview, Toronto, to be manager, Yonge and St. Clair, Toronto.

W. G. STODDART, formerly manager, Queen's Quay, Toronto, Ont., to be manager, Queen and Broadview, Toronto.

R. W. M. THOMSON, manager, Yonge and St. Clair, Toronto, to retire.

ANDREW SMITH, formerly assistant manager, City Hall, Toronto, to be manager, Queen's Quay, Toronto.

M. L. BAILEY, formerly accountant, to be assistant manager, City Hall, Toronto.

E. J. C. GUPPY, formerly accountant, Portage and Kennedy, Winnipeg, to be credit officer, Winnipeg.

G. A. H. SIMS, formerly credit officer, Winnipeg, transferred to inspection department, Western Division, Winnipeg.

R. T. SMITH, formerly accountant, Danforth and Logan, Toronto, appointed to credit department at head office.

JOHN STEWART, formerly accountant, to be credit officer, Montreal.

N. G. WALTERS, formerly accountant, Parkdale, Toronto, to be a credit officer, St. Jean Baptiste Market, Montreal.

W. A. RICHARDSON, formerly credit officer, St. Jean Baptiste Market, Montreal, to be foreign exchange trader, Toronto.

R. G. BLAMEY, to be accountant, Westdale, Hamilton, Ont.

W. G. DREYER, to be accountant, Parkdale, Toronto.

R. E. DUNN, to be accountant, Montreal.

M. G. DYER, to be accountant, Danforth and Logan, Toronto.

J. H. FLINT, to be accountant, City Hall, Toronto.

A. A. GARLAND, to be accountant, New York, N.Y.

J. ALLAN BOYLE, formerly accountant, New York, N.Y., assigned to special duties at head office.

A. A. KEE, formerly accountant, Yonge and Eglinton, Toronto, to be accountant, Yonge and St. Clair, Toronto.

A. MARKHAM, formerly accountant, Port Credit, Ont., to be accountant, Yonge and Eglinton, Toronto.

N. PERDUE, to be accountant, Guy and St. Catherine, Montreal.

R. E. REDPATH, formerly accountant, Guy and St. Catherine, Montreal, to be accountant, St. Lawrence Blvd., Montreal.

J. D. RONEY, accountant, Brandon, Man., to be accountant, Portage and Kennedy, Winnipeg.

C. R. YEOMAN, to be accountant, Kitchener, Ont.

COMPANY REPORTS

DOMINION BRIDGE CO. net profit for the year ended Oct. 31, 1950, was $3,508,168, up 15.1% from the previous year's $3,047,967.

During the year $1,034,844 was spent in augmenting and replacing machines and equipment with more modern tools to reduce costs.

Demand has been gratifying and all plants report an increase in orders, President W. F. Angus states. It is becoming increasingly difficult to obtain raw materials and deliveries to customers have been seriously delayed in many cases.

CONS. INCOME ACCOUNT

Years Ended Oct. 31:	1950	1949
Net earnings	$7,591,447	$6,747,585
Less: Depreciation	1,612,646	1,240,690
Income tax res.	2,470,633	2,458,928
Net profit	3,508,168	3,047,967
Less: Dividends	1,336,272	1,130,692
Surplus for year	2,171,896	1,917,275
Earnings per Share and Dividend Record:		
Common	$6.83	$5.93
Paid	1.60+1.00	1.20+1.00

CONDENSED CONS. BALANCE SHEET

As at Oct. 31:	1950	1949
Cash & mkt. secs.	$4,439,738	$4,040,415
Uncom. contr. (net)	7,172,040	6,499,358
Accts., rec., etc.	4,844,444	3,886,902
Inventories	7,657,463	7,262,177
Total curr. assets	24,113,685	21,688,852
Misc. assets▲	492,336	544,055
Invest. in subsids.	2,095,773	2,125,563
Fixed assets*	7,939,363	8,289,753
Total assets	34,641,157	32,648,223
Bank & oth. loans	66,730	286,137
Accts., tax., etc., pay.	5,384,737	5,350,271
Total curr. liab.	5,451,467	5,636,408
Capital stock	15,921,366	15,921,366
Surplus	13,268,324	11,090,449
*After depr. of	17,447,153	16,061,919
▲Incl. ref. EPT	86,936	226,243
Working capital	18,662,218	16,052,444

DUFFERIN COUNTY $175,000 issue 3¼% debentures due 1952-71 sold to Canadian Bank of Commerce and J. L. Graham & Co at 98.03. Proceeds for hospital purposes.

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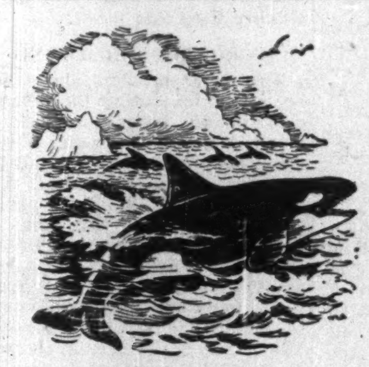

What is Canada's Largest Flesh-Eater?

The Orca, or killer whale, is Canada's largest carnivorous mammal.

Strange as it may seem, it is true. This mammal is thought to live entirely on the flesh of seals and other warm blooded creatures. The diet of most other whales is comprised of certain types of tiny marine life.

Nothing is stranger than nature . . . and nothing is more enjoyable. We must all help protect it by promoting conservation within ourselves, and amongst others.

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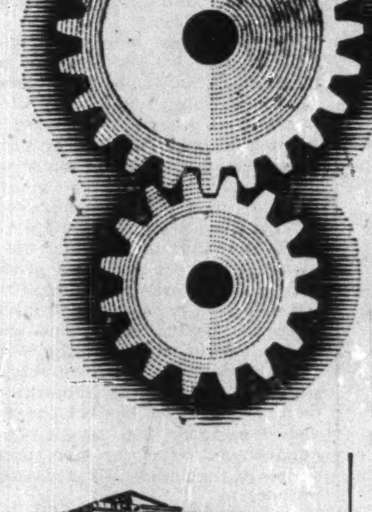

BIF 1951

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CASTLE BROMWICH—The section for Building and Heating, Electricity, Engineering and Hardware. Exhibitors: 1,300. Display area: 500,000 square feet (including outdoor).

A hundred years have passed since Queen Victoria opened in London the first 'Great Exhibition' and revealed to the world the manifold ways in which British enterprise and skill were pioneering to increase the ease and interest of life. For some time past, we have been planning to celebrate this anniversary by a Festival in which every aspect of British life will be on display. In particular, we are making the 1951 British Industries Fair an occasion for the world to see the full extent of our recovery and our resources. We can promise that the B. I. F., like British Industry itself, will be bigger and better than ever. Over three thousand exhibitors from a hundred trade groups will put their latest and finest products on show. Few enterprising buyers will miss this unparalleled opportunity of seeing what Britain has now to offer. Thousands have made early arrangements for their visit, so please make your reservations without delay.

BRITISH INDUSTRIES FAIR
LONDON APRIL 30–MAY 11 BIRMINGHAM

INFORMATION about exhibitors, advance catalogues, special displays and facilities at the Fair can be obtained from the United Kingdom Trade Commissioner at Ottawa, Montreal, Toronto, Vancouver or Winnipeg; or from the Imperial Trade Correspondent at St. John's or Halifax

FESTIVAL OF BRITAIN 1951
MAY 3—SEPTEMBER 30

FESTIVALS OF THE ARTS

The Calendar below shows the dates of the many Arts Festivals which, with the exhibitions and other events throughout the United Kingdom, make the Festival programme the greatest ever planned.

MAY
3rd—LONDON Festival Season, two months of gaiety and colour in the theatres, concert-halls and art-galleries of the capital (till June 30).
STRATFORD-UPON-AVON Shakespeare Festival, with outstanding new productions in the famous Memorial Theatre (till October).
7th—BELFAST FESTIVAL, including exhibitions of paintings, books, architecture and photography, symphony concerts and plays (till June 30).
20th—BATH ASSEMBLY, coinciding with the Sheridan Bi-Centenary, with concerts, opera, ballet, music in the Abbey and a Gainsborough Exhibition (till June 2).
27th—PERTH FESTIVAL, centred around the contemporary Scottish theatre movement (till June 16).

JUNE
3rd—YORK FESTIVAL, with performances of medieval miracle plays, music in the Great Minster, and a Festival Architectural Exhibition (till June 17).
3rd—BOURNEMOUTH AND WESSEX FESTIVAL, including sporting and New Forest events as well as Festival performances in the theatres and concert halls of Bournemouth (till June 17).
8th—ALDEBURGH FESTIVAL, based on the work of Benjamin Britten and the English Opera Group (till June 17).
17th—INVERNESS FESTIVAL, the most northerly of the Arts Festivals, presenting a composite picture of Highland life (till June 30).
18th—NORWICH FESTIVAL, with music in the Cathedral, plays in an Elizabethan-style playhouse, and exhibitions of the famous Norwich school of painting (till June 30).
24th—DUMFRIES FESTIVAL, with concerts by the Scottish National Orchestra and the newly formed Festival Chorus, ballet, and a 'Burns night' (till June 30).

JULY
2nd—CHELTENHAM FESTIVAL OF BRITISH CONTEMPORARY MUSIC, with concerts by the Halle Orchestra, ballet, opera and chamber music (till July 14).
2nd—OXFORD FESTIVAL, focused on 17th Century England, with lectures and performances of Milton, Shakespeare and restoration comedy (till July 16).
3rd—LLANGOLLEN INTERNATIONAL EISTEDDFOD, where scores of choirs meet for a world occasion of choral music (till July 8).
10th—ST. DAVID'S FESTIVAL, a programme of music, worship and ceremony in Wales's oldest Cathedral (till July 13).
16th—BRIGHTON REGENCY FESTIVAL, set in and around the fantastic Pavilion built by George IV when Prince Regent (till August 25).
18th—CANTERBURY FESTIVAL, in the ecclesiastical capital of England, with a specially written drama, music and opera in the lovely Cathedral (till August 10).
22nd—LIVERPOOL FESTIVAL OF MUSIC, drama and art, presenting a various and many-sided Festival programme set against large-scale ceremony and spectacle (till August 12).
30th—ABERDEEN FESTIVAL, with orchestral and choral concerts, painting exhibitions and outstanding British films, in Scotland's third largest city (till August 13).
30th—CAMBRIDGE FESTIVAL, with symphony concerts in College Courts; and contemporary and classical concerts and plays in the famous University centre (till August 18).

AUGUST
6th—LLANRWST ROYAL NATIONAL EISTEDDFOD, the national festival of Wales, devoted to song, poetry and performances of great choral works (till August 11).
19th—EDINBURGH INTERNATIONAL FESTIVAL OF MUSIC AND DRAMA, one of the outstanding occasions of the artistic world, now held annually in the Scottish capital (till September 8).

SEPTEMBER
2nd—WORCESTER THREE CHOIRS FESTIVAL presented since the 18th Century by the combined Cathedral choirs of Hereford, Gloucester and Worcester (till September 7).
16th—SWANSEA FESTIVAL OF MUSIC staged in the magnificent concert hall and drawing on the long tradition of Welsh choral singing (till September 29).

BRITAIN AT HOME TO THE WORLD
Ask your Travel Agent for further details

CONSTRUCTION TRENDS

Research to Pay Off Soon In Brick and Tile Supply

By JOHN CAULFIELD SMITH

Continued high production in the brick and tile industry and harvesting of the first fruits of its research program are in prospect for 1951.

William C. McGolpin, president of the Brick & Tile Manufacturers Association of Canada, adds that the backlog of orders "will no doubt be reduced, and it will probably be more difficult to make deliveries due to the shortage of other commodities on the larger buildings."

Brick and tile production will not be affected by material shortages, in Mr.Golpin's opinion. Clay and shale deposits are unlimited and the manufacturing processes require few items vitally needed for defense.

There are a number of facets to the research program. Engineering studies have been undertaken to develop special tools to enable masons to use their skill with less fatigue and greater productivity. Other active projects are an insulated type of cavity wall, new reinforced masonry plant-assembled brick panels, and pre-stressed masonry units in the form of panels or beams for walls, floors and roofs. With the progress already made, some of these developments will be ready for presentation and early trial during 1951.

• • •

More Houses Begun

How did housing fare in the first nine months of 1950?

DBS reports 6% more houses were started than in the 1949 period but 6% fewer got finished. Carryover of new units in various stages of construction at the end of September was 14% higher than the preceding year.

Starts on new dwellings increased to an estimated 71,945 units for all Canada, compared with 67,862 in the corresponding period in 1949. An estimated 59,431 units were completed in contrast to 62,998 in 1949. At the end of September, an estimated 69,957 units were under construction, compared with 61,115.

• • •

Index Goes Higher

The Bosley monthly sales index of Toronto houses rose nine points during the period ending Dec. 30. Figure now stands at 279, 27 points ahead of the 252 recorded at the beginning of 1950. Increase is slightly over 10%.

The index is based on the average sales price for residential properties sold, compared with the average assessment figures for 1946.

• • •

Diamond Jubilee

Highlight of the 60th annual general meeting of the Province of Quebec Association of Architects, to be held this week in the Windsor Hotel, Montreal, will be the annual dinner on Saturday, Jan. 27. President Pierre C. Amos, Montreal, will be chairman, with Harry M. Prince, president of the New York Chapter, American Institute of Architects, guest speaker. His subject: "Housing — Government and Private."

The Association's gold medal of merit, awarded to members who have rendered valuable services to the profession, will be presented to two former P.Q.A.A. presidents: A. J. C. Paine, Montreal, and Louis N. Audet, Sherbrooke.

• • •

Plugs Trans-Canada

Speaking at the recent Edmonton meeting of the Prairie Road Builders' Section, Canadian Construction Association, Allan C. Ross, prominent Ottawa contractor and past CCA president, called for transfer of attention from tourist roads, leading to happy hunting and fishing grounds, to essential trunk roads like the Trans-Canada Highway.

Considered a year ago to be a national desirability, he said, it "has now taken on the form of a strategic necessity."

Mr. Ross predicted great expansion, consolidation and enlargement of at least part of the Alaska Highway, extension of the White Horse-Mayo road, and the construction of new airfields and northern bases.

• • •

Idea For Winnipeg?

Imagine a bridge capable of vaulting over a flood!

That's exactly what happens at Kansas City, Mo., when the Blue River rises. A 232-ft. long, three-span bridge over the river is lifted off its four supports to clear the raging waters.

According to U. S. engineering News-Record, the structure is a continuous, through-girder, single-track railroad bridge, with grade controlled by nearby steel mills served by the railroad, and by service tracks elsewhere. General layout and the lengths of spans were dictated by an existing bridge close to the site.

Since the Army permit stipulated that low steel must clear flood waters by three feet, provision for lifting the spans had to be made.

In normal position, the 232-ft. bridge consists of a 104-ft. centre span flanked by 64-ft. end spans. It rests on concrete piers and abutments carried on steel piles driven into shale. In its raised position, the structure functions as a simple beam spanning 232 ft.

The lifting machinery consists of four hoisting assemblies, one at each corner of the bridge. They are designed to raise the span which weighs about 320 tons, seven feet in a period of 30 minutes. No counterweights are used.

Position of the span when moving is controlled longitudinally by grooves in each tower in which ends of the floor beams ride. Transversely, movement is controlled by bumper attachments at ends of the main girders and by guides connected to the towers.

LESLIE CLEMINSON

has been appointed general manager of British Columbia Pulp & Paper Co. (Vancouver).

B. A. OIL CO. additional 88,266 3¾% first series cumulative redeemable sinking fund convertible preferred shares surrendered for conversion to common shares as at Dec. 31, 1950, thereby reducing preferred outstanding to 54,554 shares and increasing common outstanding to 3,718,088 shares.

$20 Million Expansion For Sulphite Plant

From Our Own Correspondent

SAINT JOHN — A major expansion program, expected to cost $20 million will be undertaken soon by Saint John Sulphite Ltd. according to K. C. Irving, president and managing director.

The capacity of the company's present mill at Union Point, near the Reversing Falls in the St. John River, is 130 tons daily. This is being increased to 200 tons daily. The mill manufactures prime bleached sulphite pulp.

Mr. Irving said plans are also being completed for a new plant with a capacity of 250 tons daily which will produce high-grade bleached kraft pulp. The new plant will be on adjoining property but arrangements have to be worked out for an adequate water supply.

The company has applied to the City of Saint John for a supply of 23 million gallons of water daily to serve the needs of the proposed plant. This is in addition to the present requirements of 6 million gallons daily for the sulphite pulp mill.

Effective Handling of Supplies, Labor Necessary For Construction Program

Here is a digest of the address by Robert Drummond, retiring president of the Canadian Construction Association, at the association's annual meeting in Quebec City this week:

By ROBERT DRUMMOND

The major problem ahead will be that of executing the defense construction program which is being superimposed upon a record-breaking civilian demand for construction of all kinds. The projected $1¼ billion defense program together with the increased shipbuilding, freight car and allied requirements will place additional demands on construction materials and equipment, foreshadowing serious shortages. The imposition of certain controls affecting basic materials has already been considered necessary by the Government.

Cut backs and controls represent a negative approach and proper emphasis should be placed on two positive means of solving our present difficulties. These are:

(1)—the more effective use of our existing supplies and an increase in their availability through expanded production and imports and

(2)—the development of a larger labor force.

During the past decade, Canadian manufacturers have met the challenge of unprecedented demands for construction materials and have invested hundreds of millions of dollars in new production capacity.

On the other hand, although Canada has long ceased to be merely a "hewer-of-wood and carrier-of-water," it is still dependent on other countries for a number of manufactured or processed items. In these days of uncertainty we must guard against too great a reliance on foreign sources for vital supplies.

As an example, the increased demands for iron and steel products in this country, together with the reduction in supplies available from the United States and the general world-wide shortage, will constitute one of our greatest supply bottlenecks for some time to come. No news has been more welcome than the recent announcement by major steel producers of their plans for increased production.

Increased Immigration Program

If we are to progress as a manufacturing nation, the further development of our natural resources must take place. This in turn will necessitate a greatly accelerated immigration program. Our relative sparse population is an expensive feature in our economic development. The costs of supplying roads, schools, hospitals and related services have to be borne by proportionately fewer people than is the case in more thickly populated countries. In addition, our domestic market does not offer the same sales potential to our manufacturers. A greater population in Canada is essential to our protection and fulfillment of our great heritage.

Large-scale increases in our labor and material supplies can not take place over night. However, much can be accomplished toward obtaining greater production with our existing facilities by improving general efficiency. Better organization, improved plant layouts, techniques, tools and equipment, reduction of wastage and greater individual effort by employee and employer alike can all be the means of increasing our productive capacity.

We cannot at this time afford the luxury of using our supplies to satisfy demands which may be deferred. Governments at all levels were urged by the Association last October to curtail their civilian public works programs by 50% to facilitate the defense program. Private owners and industry can also perform a most valuable service in deferring projects, the construction of which at this time is not absolutely essential.

My own personal view is that we need have no fear of another depression. The future of Canada has been underwritten by the expansion policy of government and business alike. With a new spirit of courage, vision and enterprise we have abandoned the lack of confidence which frustrated the rate of our progress for so many years.

Of incalculable benefit this year would be the elimination of the escalator clause. The uncertainty of prices during the last six months has resulted in serious estimating difficulties for contractors in preparing their tenders, but I feel certain that a firm price policy may be restored by united effort on the part of all those connected with the industry.

Escalator clauses are inflationary in nature, encouraging complacency and inefficiency. I strongly urge all those in our industry to quote firm prices. I appeal particularly to primary producers and manufacturers to adopt this policy, thereby enabling distributors and contractors to do likewise.

If these various courses of action are followed and the international situation does not deteriorate, the necessity for the application of a broad measure of government controls may be avoided. If we do not ourselves exercise the necessary degree of self-control, we may expect it to be done for us.

No comprehensive system of price control can be operated effectively without an equally effective wage control.

In this regard, the present advocacy of price controls without wage controls may be termed, at best, "unrealistic," for these two factors cannot be disassociated in a control system any more than they are in our day to day affairs. This underlying fact should in itself constitute a potent reason for the co-operation of management and labor in making every effort to obviate the necessity of a general system of controls.

Although over $1½ billion have been spent in Canada on roads and allied construction since the war, there is still a substantial backlog. Motor vehicle registrations during the past 20 years have increased at double the rate of our road mileage. Today, defense requirements point to an additional reason for placing road-building high on the priority list in our construction programs.

The superiority of American highways is due largely to federal recognition of the national importance of roads, backed up with substantial financial grants without infringement of state rights. It is therefore hoped that the experience gained in the completion of our trans-continental highway will lead to permanent joint action regarding roads by our governments similar to that in the United States. The Trans-Canada Highway, is essential and strategic and should be completed with the greatest possible speed.

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The above illustration shows a private of the "Royals" in the uniform of 1866. A full colour reproduction, suitable for framing, may be obtained free by writing to:

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The Western Canada Market

The population of Manitoba, Saskatchewan and Alberta totals approximately 2,300,000. Of the total, 65% is rural — on farms or in places of under 1,000 population.

Numerically superior in numbers and with the bulk of retailers dependent wholly on rural business, information on its characteristics should be welcomed by advertisers and advertising agencies.

WHAT A RECENT "AUDIENCE" STUDY REVEALS

Much additional factual information, not hitherto available on this important rural market, has been revealed through a recent Study by Canadian Facts.

PURPOSE AND SCOPE—The purpose was to provide authenticated information on the farm market and on Guide readers who constitute such a large part of Western Canada's total potential audience. In addition, it provides information on types of publications read in rural areas in both farm and small town homes.

HOW IT WAS CONDUCTED—Results are as impartial and objective as modern methods of research can make them. The present Study was patterned as closely as possible along the lines of the recent Magazine Audience Study, approved and directed by the Canadian Advertising Research Foundation through Canadian Facts. Similar methods and techniques were followed by Canadian Facts by applying them to a rural audience in this section of the country. It also provided information on the Western rural market together with characteristics and reading habits for both farmer and non-farmer households along with data on household conveniences, family possessions and major farm and household improvements made during the previous 12 months and contemplated.

General Characteristics

The report provides data on the farm market as distinct from rural residents and covering the entire rural population of the Prairies.

WHAT IT'S LIKE—By sex 56% are men and 44% women. By age, 29% are in the age group 15—29; 28%, 30—40 and 43%, 45 and over. Farmers constitute 68% and "housewives" 36% of the total.

By economic levels, 31% are rated in the upper-middle and 52% in the lower-middle groups.

FAMILY POSSESSIONS—

	FARM	NON-FARM
Telephone	47%	25%
Running Water	9%	19%
Electric Lighting	33%	86%
Radio	93%	95%
Mechanical Refrigerator	12%	26%
Washing Machine	76%	88%
Truck or Car	84%	62%

HOME IMPROVEMENTS IN PAST 12 MONTHS—Some 28% of all rural households reported major improvements to the home in the previous 12 months including new, enlarged or remodeled homes, utility installations (electricity, water, heating systems) and the purchase of new appliances and furniture and furnishings.

FARM IMPROVEMENTS MADE AND CONTEMPLATED—Some 24% of all farmers reported making improvements in the previous 12 months with 17% planning improvements to buildings or additions to equipment in the next 12 months.

Of all farmers, 35% own trucks; 81% tractors; 26% combines and 18% had electricity in farm buildings.

What It Reads

All people interviewed were asked to name all publications they and other members of their families subscribe to or read. Answers to these questions are not comparable to the "Audience" figures of The Country Guide but are reported separately to avoid confusion with The Guide's Audience figures.

IT SHOWED:

One or more farm papers are subscribed to by nine out of ten farms and by nearly half of all other rural households.

Almost half of all farm households subscribe to three or more farm papers and the average per farmer household is 2.36 papers.

Half of all rural households, farmer and non-farmer, subscribe to one or more magazines. The average is one per family or two per subscriber-family.

Only 35% of all rural households receive or read a daily newspaper and only 24% of farmer households. Not over 57% of all rural households receive or read the local newspaper. Only 56% do so in "farmer" households.

National weeklies are subscribed to by about the same percentage of farmer and non-farmer households—less than 25%.

The Rural Audience of The Country Guide

91% of The Guide's readers are members of individual farmer families or are farm owners with other occupations.

Over 50% of individual readers are farmers or retired farmers and one-third are housewives.

60% are men and 40% are women. Its coverage is heaviest in the age group from 30 to 44 years of age but is high in all age groups.

Reader families are higher than non-reader families in their income and buying power.

They own larger farms and have a more diversified farm income. More Guide families own their own homes and have such things as central heating, motor cars, telephones and mechanical refrigerators.

More Guide readers than non-reader families who are farmers have such farm equipment as trucks, tractors, combines and electric motors.

Reader families have made more improvements to their homes and farms during the past 12 months than non-reader families.

COMPLETE REPORT NOW AVAILABLE—Including Details on the Guide "Audience"—For a complete report of the results as well as a detailed explanation of the methods and procedures used, advertisers and advertising agencies should refer to and study "Audience Study of The Country Guide in Manitoba, Saskatchewan and Alberta" now available on application to the Advertising Department, The Country Guide, at Winnipeg or to any of our advertising representatives shown.

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THE Country GUIDE

WINNIPEG - CANADA

CANADA'S LARGEST MONTHLY RURAL PUBLICATION — REACHES OVER 68% OF ALL HOMES WEST OF THE GREAT LAKES

Because of the value of the information in the report as well as because expenses were borne entirely by The Country Guide, a nominal charge of $1.00 is being made except to key advertisers and agency personnel.

Arrow Paper Products Ltd., Oakville, Ontario, announces the appointment of Mr. W. T. Pinkerton as Vice-President and Director of Sales. Mr. Pinkerton was formerly Manager of the Wax Paper Division of E. S. & A. Robinson (Canada) Ltd. *

TOWN OF BROCKVILLE $202,000 issue 3% debentures due 1952-1957 and 1952-1972 sold to Bank of Toronto, Anderson & Co. and R. A. Daly & Co. at 98.456. Cost to town 3.27%.

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NOTICE

is hereby given that the Imperial Insurance Office has been granted by the Dominion Insurance Department, Certificate of Registry No. C 1268 authorizing it to transact in Canada the business of Boiler Insurance, Earthquake Insurance, Explosion Insurance, Falling Aircraft Insurance, Impact by Vehicles Insurance, Inland Transportation Insurance, Real Property Insurance, Water Damage Insurance and Weather Insurance in addition to the classes for which it is already registered.

ROBERT P. SIMPSON,
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North Dakota Committee Wants No Part Of Saskatchewan Auto Insurance Plan

From Our Own Correspondent

WINNIPEG—A research committee of the North Dakota Legislature has refused to recommend the state-owned and operated plan of automobile insurance in Saskatchewan.

After an exhaustive study of motor vehicle liability problems the committtee is submitting its report this month. Private enterprise, as represented by the various types of insurance companies licensed to do business in state and provincial jurisdictions, should be given preference over state-owned and state-operated business, it says. In the field of motor vehicle liability, private enterprise can do the best job and provide the best service, the report adds.

The committee, appointed in 1949, consisted of five senators and six members of the North Dakota Lower House. Close study was made of two plans: the compulsory motor vehicle liability insurance plan in Massachusetts, and the state-owned and operated system in Saskatchewan. To assist in the enquiry, it engaged Arthur R. Bailey, chief casualty actuary of the insurance department of the State of New York.

Data Not Always Available

The study of the Saskatchewan plan was particularly thorough, although the report intimates that the committee and its experts couldn't always get complete information from the Saskatchewan Government insurance office. Mr. Bailey was asked to calculate what it would cost the people of North Dakota to have a state monopoly write the same coverage afforded by the Saskatchewan Government.

His answer was that it would cost each motor vehicle owner taking out insurance $47.15 for the same coverage as at present available from Saskatchewan, whose present rates vary from $23 to $28.50 for the compulsory and package policy insurance.

Two reasons were given for this disparity between the two jurisdictions:

A greater highway mileage is open to traffic in North Dakota longer in the year and density of traffic is greater, hence a greater accident incidence.

If motor liability insurance were made a monopoly in North Dakota, private companies would not be subsidizing such a scheme in North Dakota as they actually do in Saskatchewan because many motor vehicle owners feel obliged to carry other insurance in addition to that forced on them by the Government. Without this they feel they haven't adequate protection.

Saskatchewan Losses In 1949

Mr. Bailey also says in his report that from figures supplied by the Saskatchewan Government insurance office, there was a net underwriting loss in 1949 of $124,418.90 on automobile accident compensation, that is, compensation to persons injured or to dependents of persons killed; and a net underwriting loss of $241,302.21 on compulsory insurance on private passenger cars. That is, the amounts paid on claims for public liability, property damage, collision, fire and theft, plus administration costs, exceeded the premium earned by $241,302.21.

These two losses totaled $367,721.11.

Against these losses, the net underwriting profit on commercial vehicles, that is, trucks, buses, and other nonpassenger vehicles, was $337,802.24.

Form of Social Insurance

"The information made available by the Saskatchewan Government insurance office has made clear one thing of considerable importance" says Mr. Bailey. "It is that the Saskatchewan Automobile Accident Insurance Act appears to have been regarded by that office as a form of 'social insurance' under which costs incurred are not all to be borne by the individuals producing them, but are to be charged in large part to those whom it is deemed appropriate should bear such costs.

"For example, in the Automobile Accident Insurance Act, coverage has been provided to private passenger cars at a material loss which in turn has been made up by the appreciable profit realized from charges made against other vehicles, such as trucks owned by commercial enterprises."

North Dakota has a Safety-Responsibility law of the highways copied from Manitoba.

The report of the committee says that state-owned and operated insurance, if compulsory, can eliminate acquisition costs including agents' fees. The cost would then be less than that of private insurance now written in North Dakota. However, if the state pays agents' fees the cost of state insurance would be substantially the same as cost of least expensive private insurance now written in North Dakota.

The Saskatchewan Government Insurance Office finds it necessary to pay a 25% commission rate to agents on its package policies and also pays an average 1½% on the compulsory insurance to the issuer of the license who collects the compulsory insurance premium.

The report of the North Dakota committee is of special significance at the moment because one of the private insurance carriers is in sharp competition with the Saskatchewan Government. The Wawanesa Mutual Insurance Co. is pushing a selective sales program for its extension policy whereas the rating plan followed by the Saskatchewan Government results in the same premium charge for a city resident operating in city traffic as for a farmer in an isolated rural area. Wawanesa's rating recognizes this difference in traffic hazard and charges a lower rate in rural areas than in urban.

CERTIFICATE OF REGISTRY

Notice is hereby given that Certificate of Registry No. C1263 has been issued to Providence Washington Insurance Company to transact in Canada the business of:

Employers' Liability Insurance and Public Liability Insurance

in addition to the classes for which it is already registered.

DONALD E. TEFFT,
Manager for Canada.

Jan. 19, 1951.

Canada Sets Record In Health Conditions

Death Rate Found Lowest on Record With New Low Levels in a Number of Important Diseases — Motor Vehicle Deaths Up

Canadians touched a new high level in health in 1950 according to Dr. Louis I. Dublin, second vice-president and statistician of the Metropolitan Life Insurance Co. The death rate in 1950 was the lowest in Canada's history and new low marks were set in a number of important diseases he stated. Here is a digest of his findings.

The death rate in the general population of Canada in 1950 is estimated at 9.1 per 1,000 or about 1% below the previous low in 1949. This is indicated by official records for a part of the year and by the virtually complete mortality record for the year among policyholders of the company in Canada.

Among diseases which dropped to new lows in 1950 were tuberculosis, pneumonia and influenza, communicable diseases of childhood, and appendicitis. In addition, both maternal and infant mortality rates were lower than ever before.

Particularly noteworthy is the record for tuberculosis, the mortality from which among the insured declined about 6% in 1950 on top of the very substantial reduction in the previous year. The 1950 death rate from the disease is barely half of what it was only 10 years ago.

The record for respiratory diseases was also exceptionally good. The death rate from pneumonia and influenza, among the company's policyholders, was about one third less than in 1949 which itself had established a new low. The reduction in the death rate from appendicitis was equally large. In the last five years alone, the death rate from this condition among company policyholders in Canada has been cut by more than 60%.

Infant Mortality Lower

The improvement in maternal and infant mortality is especially satisfactory because the Canadian birth rate remained close to the record levels of recent years. Downward trend in infant mortality during the past decade has meant the aggregate saving of tens of thousands of infant lives among Canadian babies born during this period.

Mortality from chronic diseases of the heart, kidneys and arteries were up very slightly last year, but when allowance is made for the increased proportion of older persons in the population this increase is wiped out. The death rates from cancer and diabetes rose but similarly reflecting in part, the higher number of older persons in the population.

In the aggregate, the mortality from accidents among Metropolitan policyholders was virtually unchanged from 1949. There was, however, a sharp increase in motor vehicle accidents fatalities. In fact, the motor vehicle accident rate among the insured in 1950 was the highest in many years and indicates the necessity for renewed efforts in this field. Occupational deaths in 1950 also showed an increase over the preceding year but the decline in other public accidents and in home accidents was sufficiently large to offset the increase in motor vehicle and occupational accidents.

The excellent health conditions prevailing in Canada in 1950 reflect the truly extraordinary advances in medicine and public health in recent decades as well as the good economic conditions of the past few years. There is every good reason to expect continued improvement in Canada's health in 1951.

Imperial Oil Ltd. Names U. S. Agent

In New York City, where a large volume of stock is being traded, Imperial Oil Ltd. has appointed Bankers Trust Co., 16 Wall St., as co-transfer agent, President G. L. Stewart announces.

Effective Feb. 1, 1951, registered certificates will bear a statement that they may be presented in Toronto or New York, and share warrants will bear a statement that they may be exchanged without charge for certificates registered in the owner's name by sending them either to the company in Toronto or to Bankers Trust in New York.

Because some shares are held in bearer warrant form, it is not possible to determine the exact number of shareholders. However, there are approximately 27,000 registered shareholders and an estimated 26,000 holders of bearer share warrants, or roughly 53,000 shareholders. Over 25,000 registered shareholders and the greater part of those who hold shares in warrant form reside in Canada. The remainder are in the U. S. and 39 other countries. About 13,000 registered shareholders are men and over 11,000 are women, balance consisting of estates, trustees, industrial and other companies and benevolent and charitable institutions.

CROWN TRUST CO. net profit for the year ended Dec. 31, 1950, amounted to $132,620, down 5.75% from the previous year's $138,500. It is equivalent to $10.46 and $10.93 per share respectively.

Total assets under administration of $123,328,632 at year's end are at a new high, $13 million over 1949. Savings and term deposits of $20,831,317 compare with $19,364,330 in 1949. Estates, trusts and agencies under administration totalled $100,331,359, compared with $88,971,794 the previous year.

Annual meeting will be Feb. 2, 1951, at Toronto.

	1950 $	1949 $
Liabs. to public, etc.*	20,905,696	19,460,180
Shareholders' equity	2,091,577	2,022,332
*Secured by:		
Mtges. & sls. agree.	8,482,903	7,566,818
Office premises	450,000	450,000
Liquid assets‡	13,944,370	13,465,694
Total	22,897,273	21,482,512
‡Includes bonds and stocks.		
Estates account	100,331,358	88,971,793
Net profit	132,620	138,500
Earned per Share	$10.46	$10.93
Paid	5.00	5.00

Saskatchewan Sells 3⅛% Bonds in U. S.

Province of Saskatchewan has sold in the United States $3 millions of 3⅛% 15-year bonds, payable in U. S. funds, at $99.11 to yield 3.20%, Provincial Treasurer C. M. Fines announces.

Proceeds will be used for highway and telephone construction work.

"I am very pleased with the wonderful reception our bonds received especially at a time when the whole bond market is in a rather unsettled condition," Mr. Fines said.

The issue was sold privately by a group of investment dealers including Bell, Gouinlock & Co., Mills Spence & Co., both of Toronto and Halsey, Stuart & Co. of Chicago.

Vancouver S.E. Gains 119%

Value of shares on the Vancouver Stock Exchange last year leaped 119% over that for 1949, P. A. Wooten, retiring president, reported at the recent annual meeting.

In 1950, 35,108,170 shares were traded, having a value of $37,534,806, compared with 16,061,899 shares worth $17,282,262 in 1949. Mr. Wooten pointed out that dollar volume was greater than in any year except 1929, when it reached $133,525,000.

The Vancouver gain of 119% compared with Toronto's 122% and Montreal's 112.5%. Total dollar value in eastern cities was $1,564,660,000 compared with Vancouver's $37,534,806.

Vancouver would do 10% of the eastern volume if stock trading was in proportion to B. C. income tax payments or to wartime Victory Bond subscriptions, Mr. Wootten says. In that proportion, Vancouver should be doing $150 millions volume instead of $37.5 millions, or four times the present volume.

To attain this figure, it would be necessary to greatly increase industrial shares trading in western cities, as Toronto and Montreal receive a large percentage of dollar volume from higher priced industrial shares compared with mines and oils.

Sixteen new listings were approved last year compared with seven in 1949. They were eight oils, four mines and four industrials.

Mr. Wootten gave reasons for the increasing public participation in the stock market which has been gaining momentum since it started in June, 1949, and which may continue for some time to come.

Chief reason for confidence was the fact that on this continent dividends have been rising in higher ratio than stock prices. Despite a 20%-25% price advance, the average yield from dividend-paying stocks was nearly one half of one per cent higher at the end of 1950 than it was at the beginning, whereas in the past year companies had not increased the proportion of earnings paid in dividends, Mr. Wootten said.

Advance in Canadian production and trade in 1951 will about equal the gain in 1950, Mr. Wootten anticipated. The period of expansion should continue for some time. So far there has been no suggestion of over-expansion, he said. Canada has been able to finance new projects without strain and demand is still insistent for still greater production.

British Columbia is showing much faster growth than the rest of Canada, with population now at 1.14 million and net value of production increased by 58% in the past four years.

Vancouver Stock Exchange trading in 1950 was as follows:

	Shares Traded	Volume $
Oils	21,264,273	24,162,200
Mines	12,933,871	8,641,884
Industrials	909,541	4,729,821
Banks	35	901
Total	35,108,170	37,534,806

SOMETHING SHOULD BE DONE ABOUT A MAN'S WIDOW

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BEFORE SHE BECOMES A WIDOW

B. A. Oil Shares In New Pipe Line

Platte Pipe Line Co., in which British American Oil Co. has an interest, has undertaken construction of a 20-in. crude line from Wyoming to Wood River-St. Louis area. Estimated cost of entire project is $60 millions. Other participating companies are Continental Oil Co., Ohio Oil Co., The Pure Oil Co. and Sinclair Refining Co.

All participating companies have production in Wyoming and the Rocky Mountain area, and when completed it is estimated new line will provide a market above local refinery requirements for about 90,000 bbls. daily. The line is so routed that practically all pipelines in Wyoming can be connected with it. It also crosses, or can be connected with, nearly all major pipeline systems in the Middle West.

U. S. $ Value in Canada

Week Ended— Jan. 19

Mon.	$1.05 8/32	Thur.	$1.05 3/32
Tues.	1.05 4/32	Fri.	1.05 6/32
Wed.	1.05 1/32	Wk's Av.	1.05 22/160

THE MANUFACTURERS LIFE INSURANCE COMPANY

HEAD OFFICE - TORONTO, CANADA

Established 1887

Balance Sheet as at December 31, 1950

ASSETS

BONDS		
Government and Government Guaranteed Securities	$105,836,622	
Municipal and Other Public Body Securities	49,638,623	
Public Utility Bonds	35,454,708	
Other Corporation Bonds	69,287,977	
		$260,217,930
PREFERRED AND COMMON STOCKS		
Preferred Stocks	21,006,555	
Common Stocks	20,337,713	
		41,344,268
FIRST MORTGAGES ON REAL ESTATE		
Urban Properties	71,539,021	
Farm Properties	1,049,445	
		72,588,466
LOANS ON THE COMPANY'S POLICIES		
Loans made to policyholders on the security of their policies in accordance with the provisions of the Company's policy contracts		17,885,083
OFFICE PREMISES, OTHER REAL ESTATE AND SALE AGREEMENTS		
Office Premises	1,012,847	
Other Real Estate	498,982	
Sale Agreements	477,235	
		1,989,064
INTEREST ACCRUED BUT NOT DUE		3,422,885
DEFERRED AND OUTSTANDING PREMIUMS		8,093,826
CASH ON HAND AND IN BANKS		8,313,922
		$413,855,443

LIABILITIES

POLICY AND ANNUITY RESERVES — The actuarial liabilities of the Company in respect to its policy and annuity contracts	$336,138,482
DEATH AND DISABILITY CLAIMS AWAITING PROOF — Claims of which the Company has received notification but for which the necessary documents are not yet complete	2,817,996
PROVISION FOR UNREPORTED DEATH AND DISABILITY CLAIMS — A reserve fund for death and disability claims which may have occurred but notification of which has not been received by the Company	800,000
FUNDS ON DEPOSIT — Policy proceeds and dividends left on deposit with the Company by policyholders and beneficiaries and accrued interest thereon	24,519,937
RESERVE FOR DIVIDENDS TO POLICYHOLDERS — Policyholders' dividends to be paid during 1951 and provision for accrued dividends under quinquennial and other deferred dividend policies	3,834,144
OTHER LIABILITIES TO POLICYHOLDERS — Amounts deposited for payment of future premiums and miscellaneous credits to policyholders' accounts	8,758,266
COMPANY RETIREMENT PLANS — The accrued liability of the Company in respect to the pension funds to which the Company and its employees jointly contribute together with provision for pensions to agents under their contracts	5,641,514
GOVERNMENT TAXES ACCRUED — Provision for Federal, Provincial and State taxes payable in 1951	620,977
SUNDRY LIABILITIES — Accrued rents, salaries, commissions, suspense items, Shareholders' dividends, etc	2,486,536
SHAREHOLDERS' FUND — Fully-paid capital stock of $1,500,000 plus balance standing to the credit of the Shareholders' Account	2,604,182
CONTINGENCY RESERVE	7,500,000
SURPLUS	18,133,409
	$413,855,443

NOTE—Sterling and related currency items are converted into Canadian Dollars at $3.08. United States Dollar items are converted at $1.00 Canadian.

M. R. GOODERHAM, President

J. H. LITHGOW, Vice-President and General Manager

AUDITORS' REPORT TO THE POLICYHOLDERS AND SHAREHOLDERS

We have examined the balance sheet of The Manufacturers Life Insurance Company as at December 31, 1950, and the income account for the year ended on that date and in addition have made tests of the transactions during the year. We have received all the information and explanations we have required.

We verified the investments in bonds and stocks and the cash in banks and on hand either by count or by certificates received from the depositories or custodians. The market value of the bonds and stocks at December 31, 1950, in our opinion, is in excess of the value at which these assets are carried in the balance sheet. Reserves and other liabilities under policy contracts are stated at the amounts certified to by the company's actuary.

Subject to the foregoing, we report that in our opinion the above balance sheet and the related income account have been drawn up so as to exhibit a true and correct view of the state of the company's affairs at December 31, 1950, and of the results of its operations for the year ended on that date, according to the best of our information, the explanations given to us and as shown by the books.

Toronto, Canada,
January 15, 1951.

CLARKSON, GORDON & CO
Chartered Accountants.

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What's Required for Good Office Supervision?

Factors in Efficient Overseeing; Six Types of Poor Supervision

Who makes a good office supervisor? What does the job involve? What are the results of poor supervision? These questions were discussed at a recent meeting of the Toronto Chapter of National Office Management Association by A. C. Mitchell, assistant secretary, Drug Trading Co. Here is a digest of his address:

By A. C. MITCHELL

What does supervision involve? Supervision means overseeing, and its object is to get work done on a scheduled time and in as economical a manner as is possible. Here are some of the factors involved:

1. Knowledge of the limits of authority and responsibility granted to the individual who is to supervise. It is important that this authority be clearly defined.

2. A thorough knowledge on the part of the supervisor of the work to be done and the manner in which the work is to be done.

3. A knowledge of the capacity of the work force. It is foolish to continue the practice of working with an inadequate force in the vain hope that some day it will catch up with the work. Nor is it wise to resort to continuous overtime, as this ultimately will defeat its own purpose. While it often happens that too much work is expected from clerks, it frequently happens that not enough is expected and this condition can be attributed to a lack of knowledge of what the force can actually do.

4. An appreciation of the relative importance of current and pending work. Business operations consist of two kinds of detail — routine and systematic — and the supervisor must readily distinguish between the two and give each the proper sense of proportion.

5. Ability to get along well with others, including superiors and subordinates. One problem is to achieve a proper balance between being too strict and too lenient. Good discipline is essential but the strict disciplinarian is likely to receive obedience rather than co-operation, and a lenient supervisor will not have the real respect of his subordinates. An essential quality is the ability and willingness to see both sides of a situation.

6. The supervisor must be able to teach others. A thorough knowledge of the work is necessary, and the supervisor must possess the ability to impart that knowledge to others. Patience is essential.

7. A supervisor should represent, not misrepresent, the viewpoint of management. It is a simple matter to blame management when an unwelcome order must be given. While management must accept responsibility for all decisions, it is not fair to blame management for something for which it is not responsible. For example, management is not to be held responsible for a demand that a certain work be turned out immediately when delay in completion is due to the failure on the part of the supervisor. In a book entitled "Practical Office Supervision," Glenn Gardiner has listed "Ten Things an Office Worker Expects of a Supervisor." I would rather think of them as "Ten Desirable Qualifications of a Good Supervisor."

1. Respect. Does he respect each individual under him? Does he have their respect?

2. Open-mindedness. Does he listen patiently when a subordinate presents an idea with which he might disagree? Is he stubborn about accepting a viewpoint of any subordinate?

3. Understanding. Has each subordinate an understanding of what is expected of him in order to win advancement? Does the supervisor understand each of his subordinates and their attitude toward their work?

4. Approachability. When a subordinate approaches the supervisor with something on his mind, is he kept waiting until any task immediately at hand is completed, or does he receive attention at once? Does he avoid the approach of a subordinate by putting on a busy air?

5. Self-Control. Does he indulge in arguments with subordinates? Does he allow personal grouches to affect his manner of dealing with people? Does he ever lose his temper?

6. Promises. Does he need to be reminded by subordinates of promises he has made to them? Does he make a promise with the intention of finding some logical way out of it before the time to keep it arrives?

7. Patience. Does he become irritable when subordinates do not measure up to his expectations? Is he greatly annoyed by minor mistakes? Is he willing to repeat instructions to employees slow to grasp a new idea?

8. Fairness. Does he allow personal likes or dislikes to alter his treatment of individuals? Does he have special arrangements or dealings with some individuals that cannot be logically explained to others under his supervision? Is he honest and impartial under all circumstances?

9. Reasonableness. Does he ask subordinates to do something he would not care to do himself? Does he assign tasks he has not actually done himself? Does he give careful consideration to the amount of work he can reasonably expect a subordinate to turn out? Does he require anyone to put in more overtime than he would do himself?

10. Loyalty. Does he put personal interests ahead of the interests of his workers? Does he assume full responsibility for the mistakes of his department or does he lay the blame on others under him? Is he as sincerely loyal to subordinates as he would want them to be to him?

An additional requirement of good supervision is the establishment of clear manuals or standards of performance. A manual is an excellent medium whereby new employees may be trained. Company rules and policies may be set down in some detail; duties of each employee outlined. Considerable time and effort will be required to prepare these manuals, but in the long run they will make a supervisor's task easier and will build a more productive work force with fewer problems.

A manual is an excellent basis for the development and standardization of company, departmental, and individual procedures. The use of a manual that clearly sets forth procedures will provide an excellent basis for the elimination of inconsistent practices and reduction of waste.

An essential part of a supervisor's job is that of appraising subordinates. A supervisor is aware of how much an employee should do and how well he should do it when there are clearly written requirements. They assist a supervisor to arrive at proper decisions with respect to placement, work, assignment, etc.

Analyzation of the methods of employees who exceed manual requirements will assist the supervisor to establish improved work methods, and by the same token the methods of employees who do not meet the requirements can be studied with a view to some improvement through specific training. Manuals are most satisfactorily prepared when the supervisor and employee work together in preparation of them.

An employee appreciates definite evidence that an organization desires to make full use of his abilities. Detailed information on job duties and requirements will be helpful in improving relationships within the organization. Standards simplify the task of determining personnel requirements, and this knowledge is most helpful in preparing budget estimates.

To function properly this task of establishing written manuals requires the full support of top management.

Let us consider the possible results of poor supervision. A recent article, entitled "What's Wrong With Your Boss," is built around the following six different types.

1. The Suspicious Boss. He boasts about the company's fine cafeteria, elaborate pension plan, and liberal vacation policy. Yet this firm has the highest employee turn-over and one of the lowest production records in the industry. Why? Because the atmosphere is clouded with fear. The employer follows a policy he calls "keeping in touch." Three or four times a day he pays surprise visits to each department. Then he inspects the rest rooms to make sure no one is loafing. The situation has reached the point where at the sound of footsteps, an entire department will suddenly become silent. Even the boss himself recently remarked: "I can't understand it; you're the quietest workers I've ever seen!"

2. The "Tough" Boss. This type doesn't believe in "mollycoddling"; when he gives orders, he barks them. In addition, he appears to get positive enjoyment from issuing bulletins and directives. Unfortunately, he fails to recognize that a pat on the back is the key to greater production and high morale. A laboratory assistant for a large drug company puts it thus: "Let's say my boss wants me to work overtime. If he orders me to stay, I resent it. But let him say: 'This is important. Can you help me out?' and I want to pitch in and do a first-rate job."

3. The "Chummy" Boss. Most employees dislike the boss who treats his men as machines. But at the same time they are biased against the supervisor who indulges in over-friendliness. They find it difficult to draw the line between working hours and what goes on afterwards, and are strongly tempted to take advantage of the relationship.

4. The "Buck-Passing" Boss. Most employees know at least one executive who palms off responsibility and gets away with as little work as possible. Such "buck-passers" don't realize that they pay for their blunders through loss of prestige and respect. And in the end it usually comes to the attention of the big boss anyway.

5. The "Know-It-All" Boss. This is a common type who smugly convinces himself that he is never wrong, and doesn't like his orders questioned. In his "brass hat" approach to bossing, there is no room for consulting with a worker or understanding him as an individual. To such a supervisor a suggestion or criticism by a subordinate is a personal insult.

6. The "Frantic" Boss. This type of executive feels that nothing can be done without him. He is so bogged down in detail that he has no time to set orderly policies. He never appears to know what he wants, never seems able to delegate responsibility. As a result, the shop or office is in constant turmoil.

Open Offering Of $1,250,000 By A-C Phones

MONTREAL (Staff) — Public offerings, totaling $1,250,000, in preferred shares and first mortgage bonds of three Anglo-Canadian Telephone Co. subsidiaries are being made by W. C. Pitfield & Co.

The bonds of all three: North-west Telephone Co., Chilliwack Telephones Ltd. and Kootenay Telephone Co. Ltd.—are 4% first mortgage bonds, series A, dated Jan. 1, 1951 and due Jan. 1, 1971. An annual sinking and improvement fund of 2% of the total principal amount issued will start in 1952. They are offered at par and accrued interest.

The preferred shares, again with identical provisions for all three companies, are 5% cumulative redeemable $10 par shares. They are offered at $10 each.

North-west Telephone Co.'s offering consists of $250,000 bonds and $250,000 preferred; Chilliwack, $200,000 bonds and $150,000 preferred; and Kootenay, $250,000 bonds and $150,000 preferred.

Each operates a telephone system in British Columbia, with North-west also operating radio-telephone communications there. All report substantial increases in telephones in service in the last 10 years. At Sept. 30, 1950, North-west had 4,015, Chilliwack 2,549, and Kootenay 2,728, telephones in service and North-west had, in addition, 1,897 radio-telephone stations in operation.

Proceeds from the various issues will be used chiefly for extensions and improvements to the company's plants and properties and for general corporate purposes. Chilliwack will also retire $113,000 of its outstanding notes payable plus $50,000 6% preferred shares, Kootenay will retire $40,000 of notes.

Net income record of North-west Telephone Co. has been as follows: 1945, $30,858; 1946, $44,637; 1947, $46,293; 1948, $25,582; 1949, $50,871; and first nine months of 1950, $70,042. At Sept. 30, 1950, working capital totaled $136,734 and assets $1,162,117.

For Chilliwack Telephones Ltd.: 1945, $11,817; 1946, $15,169; 1947, $19,503; 1948, $16,443; 1949, $17,596; first nine months of 1950, $16,294. Excess of current liabilities over current assets totaled $124,832 at Sept. 30, 1950, of which $113,000 is to be repaid from proceeds of these issues. Assets totaled $469,137.

Kootenay Telephone Co. Ltd. record is: 1945, $15,978; 1946, $20,530; 1947, $27,989; 1948, $23,062; 1949, $21,976; first nine months of 1950, $20,677. Here, excess of current liabilities over current assets amounted to $110,381 at Sept. 30, 1950, of which $40,000 is to be repaid from proceeds of its issues. Assets amounted to $573,429.

Outstanding capitalization of North-west Telephone Co. will consist of the new issues plus 100,000 n.p.v. ordinary shares; of Chilliwack, the new issues plus $50,000 6% preferred shares to be redeemed April 1, 1951 and $125,000 in $100 par ordinary shares; and of Kootenay, the new issues plus $300,000 in $100 par ordinary shares.

New Pacalta Drills In New Leduc Area

An initial well, Wetter-Pacalta No. 1 is being started immediately by New Pacalta Oils Co. on the east half of section 23-48-45w4, in the South Leduc area.

Well site is L.S.D. 15.

Importance of this area is stated to have been vastly increased by the Kavanaugh-Locksley producer and the bringing in of the York-Leduc No. 1 well on Jan. 3, 1951. The same drilling rig which brought in this latter well is now going to drill the Wetter-Pacalta No. 1 well.

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EXPANDS VANCOUVER OPERATIONS

KRASS
HAROLD C. GRANT
Branch Manager

KRASS
THOMAS W. MEREDITH
Securities Department Manager

Announcement has been made that the Vancouver office of Osler, Hammond & Nanton Limited at 525 Seymour Street, has been expanded to include an Investment Securities Department under the management of Mr. Thomas W. Meredith.

Mr. Harold C. Grant, for many years manager of the Insurance Department in Vancouver, has in addition, been appointed Branch Manager in charge of the company's British Columbia operations.

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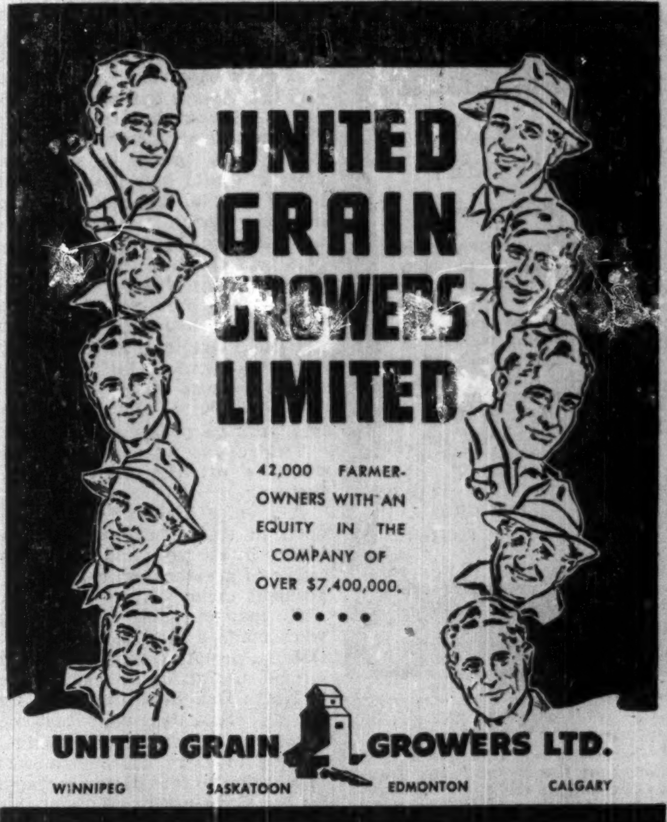

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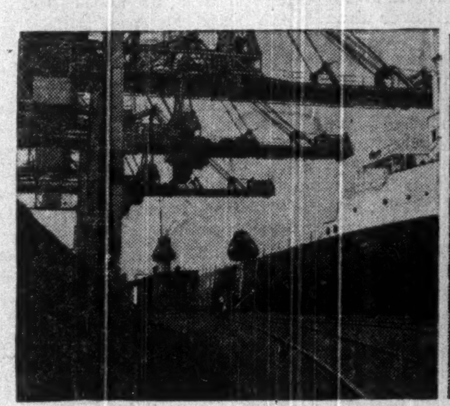
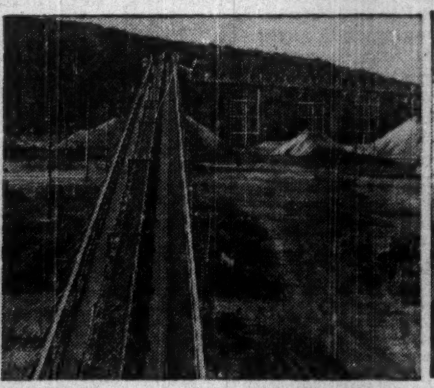
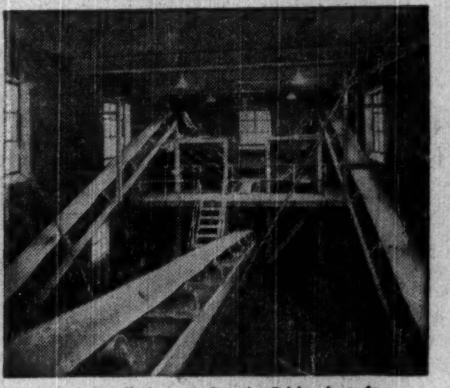


Coal unloading tower, designed by United Steel for large Canadian steel manufacturing company.



Designed for the job, 24" Belt Conveyor carrying crushed rock to stockpile in Northern Quebec development.



Recent installation at Ontario Brick plant for handling raw materials increases production and efficiency.

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DIVIDEND NOTICES

THE DOMINION BANK

DIVIDEND NO. 273

Notice is hereby given that a dividend of twenty-five cents per share upon the paid up capital stock of this Bank has been declared for the quarter ending 31st January, 1951. The dividend will be payable at the Head Office of the Bank and its Branches on and after Thursday, the first day of February, 1951, to shareholders of record of the 30th December, 1950.

By Order of the Board.

A. C. ASHFORTH, General Manager.

Toronto, 14th December, 1950.

BANK OF MONTREAL

ESTABLISHED 1817

DIVIDEND NO. 351

NOTICE is hereby given that a DIVIDEND of TWENTY-FIVE CENTS per share upon the paid-up Capital Stock of this Institution has been declared for the current quarter, payable on and after THURSDAY, the FIRST day of MARCH next, to Shareholders of record at close of business on 31st January, 1951.

By Order of the Board.

GORDON R. BALL, General Manager.

Montreal, 16th January, 1951.

THE ROYAL BANK OF CANADA

Dividend No. 254

Notice is hereby given that a dividend of twenty-five cents per share upon the paid-up capital stock of this bank has been declared for the current quarter and will be payable at the bank and its branches on and after Thursday, the first day of March next, to shareholders of record at the close of business on the 31st day of January, 1951.

By Order of the Board.

T. H. ATKINSON, General Manager.
Montreal, Que., January 16, 1951.

DIVIDEND NO. 45

Hudson Bay Mining and Smelting Co., Limited

A Dividend of one dollar ($1.00) (Canadian) per share has been declared on the Capital Stock of this Company, payable March 12, 1951, to shareholders of record at the close of business on February 9, 1951.

H. E. DODGE, *Treasurer.*

GREAT WEST COAL COMPANY LIMITED

DIVIDEND NOTICE

Notice is hereby given that a dividend of seventy-five cents (75c) per share on the outstanding common shares in the capital stock of the company has been declared payable on February 15th, 1951, to shareholders of record at the close of business on January 31st, 1951.

By Order of the Board.

ROY W. WILTON, Secretary-Treasurer.

BRANDON, Manitoba, January 17th, 1951.

The Hamilton Cotton Company Limited

NOTICE OF DIVIDENDS

Notice is hereby given that the following Dividends have been declared.

On the outstanding 5% CUMULATIVE REDEEMABLE PREFERRED SHARES of the Company, $1.25 per share, payable February 15th, 1951, to Shareholders of Record at the close of business February 5th, 1951.

On the outstanding COMMON SHARES of the Company, 30c per share, payable March 1st, 1951, to Shareholders of Record at the close of business February 5th, 1951.

By Order of the Board,

E. GLOVER HOWE, Secretary-Treasurer.

Dated at Hamilton, Ontario, January 19, 1951.

The John Bertram & Sons Company Limited

DIVIDEND NOTICE

Notice is hereby given that a dividend of Twenty-five cents (25c) per share has been declared on the outstanding Class "A" stock of this Company, payable February 15, 1951, to shareholders of record January 31, 1951.

J. W. McNAB, Secretary.

Dundas, Ontario. January 18, 1951.

The John Bertram & Sons Company Limited

DIVIDEND NOTICE

Notice is hereby given that a dividend of Five cents (5c) per share has been declared on the outstanding Class "B" stock of this Company payable February 15, 1951, to shareholders of record January 31, 1951.

J. W. McNAB, Secretary.

Dundas, Ontario. January 18, 1951.

THE McARTHUR CHEMICAL CO. LTD.

Dividend Notice Preferred Shares

Notice is hereby given that a regular quarterly dividend of 1¼% (25c) per share has been declared on the outstanding 5% Cumulative Sinking Fund Redeemable Preferred Shares payable February 1st, 1951, to shareholders of record at the close of business on January 22nd, 1951.

M. KOPPEL, Secretary

January 17th, 1951.

New Immigration Plans May Ease Critical Skilled Labor Shortage

What's being done to increase the flow of immigrants into Canada? What are the problems facing Ottawa? Following is a digest of a recent address by Immigration Minister Walter Harris;

I know of no more convincing proof of the economic value of immigration than that provided by a down-to-earth study of both the immediate and long-range effect on the Canadian economy of a sizeable group of immigrants.

The need for immigrants is not restricted to meeting our own defense requirements or international responsibilities. Manpower is needed for many other undertakings today—to work in industries of all sizes and types in all parts of the country. Manpower is needed to open new agricultural land and to restore to productivity farms which have seen better days.

After a careful study of the situation we have come to the conclusion that Canada can strengthen her economic system, both in the urban and rural areas, by admitting appreciable numbers of selected immigrants.

Employers across Canada have a great variety of requirements. Primarily they need additions to the general labor force, but there is also an increasing need for people with specialized skills and abilities. Both these needs can be met through immigration, should our own people be unable to supply them.

Facilities now exist in the Department of Citizenship and Immigration whereby these immigrants can be obtained. If these facilities are to be put to effective use, there must be close co-operation between industry and business, on the one hand, and the department on the other, so that the needs are made known and the immigrants selected to fill the vacancies. It should also be understood that we shall not bring to this country persons whose talents are not required.

Since July 1 it has been possible to grant admission to any immigrant, who can prove satisfactorily that he is a suitable person, having regard to Canadian conditions.

Any European immigrant who meets these requirements, may be considered for admission to Canada regardless of his country or origin and subject only to the usual safeguards regarding health, good character and security.

There are a number of external factors, however, which have retarded immigration during the past two years. Among these are the restrictions imposed by countries of emigration on the export of capital which prevented a significant number of desirable immigrants from coming to Canada. This problem has been under negotiation for some time and was the subject of recent discussions with the governments concerned.

There were two other factors which have adversely affected immigration in 1950: the high cost of transportation and the limited amount available.

To assist the movement of immigrants, the Government has decided to advance part of the cost of transportation to those whose services are urgently required in Canada. Under the assisted passage scheme which comes into effect on Feb. 1 advances will be made on a recoverable basis to heads of families and single persons who do not have sufficient funds to pay their own way. Immigrants will be required to contribute not less than $30 or an equivalent amount in the currency of their country.

In return for this assistance immigrants must agree to work for a Canadian employer and to remain in the same type of employment for a period of one year or until such time as they have repaid the Government. To facilitate repayments, assisted immigrants will be required to authorize their employers to deduct amounts to be applied against the loans over a maximum period of 24 months.

An arrangement was also made with TCA last month. Immigrants may now travel to this country on TCA westbound flights from the United Kingdom at a cost not exceeding $160—equivalent to the price of tourist passage by sea. The difference between the cost of sea and air passage is made up to TCA by the Canadian Government.

To provide additional accommodation next spring an arrangement has been made whereby the S.S. Georgic will make four voyages between Le Havre, Southampton and Halifax, and S.S. Europa will come to Canadian ports.

One of the most successful immigration projects since the end of World War II has been the continuing movement to Canada of Netherlands agricultural families. We have received more than 21,000 fine Dutch immigrants since 1947, and have plans which will, we hope, bring an additional 10,000 to 12,000 during 1951.

The Government recently removed restrictions against German nationals, who as enemy aliens had been prevented from emigrating to Canada. We have also had discussions with the French and Belgian authorities and it is hoped that some 13,000 agriculturists and persons in other occupations will come to Canada this year from these countries. We know, too, that the Scandinavian countries have sent us excellent immigrants. Italy has an overpopulation problem and it is expected a larger number of Italian immigrants will be coming to Canada this year.

However, let us examine the results. Last year we admitted 73,912 immigrants. This number is certainly small.

At this time last year we had about 400,000 unemployed persons. Since last summer, employment conditions have been much better and so we have been able to increase our immigration. Here are the figures from September to December of last year:

	1950
September	5,030
October	5,771
November	6,830
December	7,061

It is apparent there has been a consistent increase starting in September.

In the autumn of last year we sent the director of immigration overseas to make a provisional estimate for 1951. We may expect a larger number of immigrants this year. Indeed 1951 may be our best year since the end of World War II. Our objective for this year is about 150,000. Of this number it is expected that more than 30,000 will come from the United Kingdom. The remainder will come largely from Western Europe and will include some refugees.

The high cost of transportation and other difficulties associated with transportation worked against us in 1950. However, with assisted passages and with more accommodation available on ocean liners, and on aircraft, it is expected that many of these difficulties will be surmounted for the most part during 1951.

But in any event the plans which we have made have resulted in a steady increase in immigration since September, and we may expect an even greater increase.

RUSSELL BANNOCK

has been appointed a director, de Havilland Aircraft of Canada Ltd.

Edmon'n Leads Alta. Record For Debentures

From Our Own Correspondent

EDMONTON — Board of Public Utility Commissioners authorized a record $33,814,928 in debenture borrowing in Alberta during the past year. The previous record was $20 millions in 1949.

New legislation of the Alberta Government aided in boosting the 1950 total. Passed at the last session, were the School Borrowing Assistance Act and the Self Liquidating Projects Act.

Although the board gave approval for debenture borrowing applications, this does not mean that all the debentures have been issued. Some may have been deferred for various reasons.

The 1950 total showed Edmonton's borrowings at approximately $19 millions, including amounts granted for the city's public and separate schools. The Calgary total was more than $5 millions. This also included school borrowings. The Lethbridge total was listed at close to $1 million and the Red Deer total at $5 millions.

Towns and villages in the province were granted authority for borrowing about $3 millions, with about $5 millions authorized for their school divisions and districts.

Borrowings authorized for the municipal hospital districts amounted to $782,000.

Most of the money borrowed by the various areas under the Self Liquidating Projects Act was for sewer and water systems.

Dun & Bradstreet New Chart Issued

In a new chart covering the first half of the 20th century, Dun & Bradstreet of Canada Ltd. shows the relationship of prices paid for food, textiles, building materials, and wages and the shifting value of the dollar at the wholesale level. This shows the relationship of prices and wages with wars, depressions, recovering prosperity and recession periods.

Using an index where the 1939 dollar equals 100, the firm finds that the purchasing power of the dollar at the wholesale level just before World War I broke out was 156. By the close of World War I the purchasing power of the dollar at wholesale leved had declined so that a dollar could only buy half as much as in 1914.

While the same story is told in World War II, the decrease in purchasing power was much less drastic. The purchasing power of the dollar at the wholesale level following World War II was about nine tenths of what it was in 1926 and its effectiveness had only decreased by 30% compared with 1939, the firm notes.

Prices paid by consumers for their daily necessities have followed the general trend at the wholesale level. The wholesale index, however, is generally a more sensitive barometer of price change.

The financial position of the nation's factory workers has improved steadily since the depression of the 1930's even after allowance for increases in their living costs and higher taxes, Dun & Bradstreet notes.

Rules For Non-Residents In Canadian Securities

What are the conditions under which non-residents of Canada may deal in Canadian securities?

Here is a summary of the main provisions of the Foreign Exchange Control Act of Canada as they affect dealings in Canadian securities by residents of the United States, Switzerland and other non-sterling area countries, excepting certain special countries. It was prepared by Greenshields & Co., Montreal investment dealers.

In general, all transactions in Canada between residents and non-residents are governed by the regulations of the Foreign Exchange Control Act and must be registered with the Board. It is the responsibility of the resident to see that the regulations are complied with.

Non-residents may freely purchase Canadian securities of all types with either Canadian or U. S. dollars. Such purchases may be sold in Canada for Canadian funds and these Canadian funds may be taken from the country providing the original purchase has been registered with the Foreign Exchange Control Board. Technically, this is accomplished by having such a purchase registered on an F.E.C.B. Form 106 by the resident broker at the time it is effected. This Form 106, which is not transferable from the original purchaser, permits the original purchaser to sell outright in Canada for Canadian funds the securities thereon registered and to take such funds out of the country at his discretion.

A non-resident may only sell, in Canada, foreign securities or Canadian securities not registered on a Form 106 if the purpose of the sale is to exchange such securities for other securities in the following manner and subject to the following conditions:

(a) The proceeds of the sale may be reinvested only in Canadian domestic securities which have been issued and offered for public subscription and purchased not later than the date of the sale;

(b) Securities of or guaranteed by the Government of Canada or any province or municipality may be purchased only if

(i) the securities sold are the same category; and

(ii) they have a term to maturity or earliest call date of not less than three years from the date of purchase, except that where the securities sold mature or have their earliest call date within three years, the securities purchased may have a term to maturity or earliest call date not shorter than that of the securities sold;

(c) Securities purchased (other than those referred to in (b) above) may not have a term to maturity shorter than three years from the date of purchase except that where the securities purchased may have a term to maturity not shorter than that of the securities sold;

(d) On such an exchange, the non-resident may not acquire a credit balance in excess of $250 per transaction;

(e) The exchange must be effected within the shortest reasonable time, if possible within a day.

A non-resident may hold in Canada, or may export from Canada at any time at his discretion any securities, irrespective of type or nationality, which are owned outright.

Canadian debtors are permitted to pay, at maturity, debts legally owing to non-residents in the currency in which the debts are expressed or in which they may be demanded. Foreign currencies are made available where required. All such monies may be exported from the country. Similarly, permission is granted to pay in Canadian funds to non-residents the proceeds from the outright sale of securities held by them where the purchase was registered on Form 106, and such proceeds may also be exported from Canada.

The policy of the Board is to provide appropriate foreign exchange for net current income accruing to non-residents from Canadian sources. U. S. dollars are made available to a Canadian debtor for payment of interest on securities payable solely or optionally in that currency. Where payment is authorized in Canadian dollars to a non-resident of interest or dividends on Canadian securities, the non-resident may, at the time of presentation to a bank in Canada for payment of the relative cheque or coupon, obtain U. S. dollars therefor at the official rate of exchange in Canada, if it is established or, as now, at the market rate. A non-resident, of course, may at his own discretion freely export such dividend or interest payments from Canada in Canadian funds.

The above summarizes the main regulations governing the purchase and sale of Canadian securities in Canada by non-residents.

While the outright purchase of Canadian securities with U. S. funds is forthright, it is not always realized by non-residents that, when switching from U. S. securities into Canadian securities, it is sometimes advantageous to sell the U. S. securities in Canada for Canadian funds rather than sell them in the United States for American funds to be then converted in the market into Canadian funds. The premium to be gained in this fashion varies with each security and the fluctuations of the market, but it can be appreciable and should not be overlooked.

Canadian securities may be traded outside Canada by non-residents without reference to the Foreign Exchange Control Board. A reasonably active market for such securities exists in New York where they trade at a considerable discount under the going Canadian price, currently about 6¾%. The purchase of these securities cannot be registered on Form 106 so that, if sold in Canada, the resultant funds would have to be reinvested in Canadian domestic securities as outlined above.

Dividends or interest payments on such unregistered securities may be freely exported from Canada, and where paid in Canadian funds may be converted into U. S. dollars in Canada at the going rate at the discretion of the non-resident holder, there being no distinction between registered and non-registered securities as regards dividends or interest payments. The purchase of such unregistered securities may be profitable and, so also, it may be profitable to switch them in Canada into other securities as allowed. This move freezes such funds in Canada for the moment, capitalizing the premium gained in New York.

This Man Writes —

I find it necessary to read all the top financial papers in both Canada and the United States to keep abreast of changing conditions. I consider The Financial Post the very finest of them all.

U. S.-CANADIAN BUSINESS EXECUTIVE

COMPANY REPORTS

CONFEDERATION LIFE ASSOCIATION in its 79th annual report shows business in force of over $1,111 millions, an increase of almost $115 millions over 1949. Of the total amount of insurance in force, $216.2 millions was group insurance, stated President J. K. Macdonald at the annual meeting. New business issued and paid for in 1950 was $131.8 millions, about $4.8 millions over the previous year. Both insurance in force and new insurance issued were new high records for the association.

The association also has in force annuity contracts, which on Dec. 31 guaranteed annual payments of $16.1 millions, an increase during the year of $2.3 millions.

In addition to group life insurance and annuities, the Confederation had in force group health and accident insurance guaranteeing one or more forms of protection against hospitalization, medical and surgical costs and providing cash income benefits in event of sickness or accident. Annual premiums for these contracts totalled $3.5 millions in 1950.

Total income in 1950 was $44.3 millions, of which $35 millions came from premiums and $9.1 millions from interest dividends and rents. Both items were larger than in 1949. Payments to policyholders were $19.4 millions up $1.4 million. Of the total $16.9 millions were on contracts and $2.4 millions dividends to the policyholders. Total death payments were $5.7 million, payments to living policy holders $13.6 millions. Total assets rose $17 millions to $259.6 millions.

In the postwar period, the association has revalued its assets in sterling three times, latest on July 1, 1949, at the rate of $4 equals £1. As the company keeps sterling assets and liabilities, approximately in balance, revaluation at the current rate makes little change in its surplus position the report explains.

Dividends to shareholders were $80,000 against $190,000 in 1949 when regular dividend rate was raised from $1.50 to $2 quarterly and a bonus of $12 a share declared, of which $2 was paid in cash and $10 applied against a call of that amount.

	1950	1949
	$000	
Business in force	1,111,682	996,820
New business	131,850	127,048
Total receipts	44,394	41,517
Premiums	35,263	32,990
Int. divds. rents	9,132	8,527
Policy payments	19,406	18,003
Expenses & taxes	9,524	8,756
Tr. to policy res.	13,805	13,630
Earned surplus	3,998	3,354
Policyholders divds.	2,439	2,225
Shareholders divds.	80	190
Liabs. to p'olders	233,323	217,423
Other liabs.	2,719	2,564
Special res.	6,570	8,626
Liabs. to sh'holders	1,034	795
Total assets	259,600	242,363
Free surplus	15,854	12,953
Int. earned	3.84%	3.79%

CATELLI FOOD PRODUCTS LTD. net profit for the year ended Nov. 30, 1950, amounted to $359,901, up 14.3% from the previous year's $314,853. The profit was almost entirely from domestic sales.

The increase in inventories was caused by adequate stocks of finished goods to take care of larger business volume, and increased cost of raw and packaging materials.

During the past few years, need for capital for new plant and equipment has been heavy, President Paul Bienvenu states. Over $800,000 has been reinvested since 1946, completing the current program, which has resulted in reduced operation costs. Further expenditure will be required but on a reduced scale, Mr. Bienvenu says.

INCOME ACCOUNT

Years Ended Nov. 30:	1950	1949
Total net income	$750,658	$643,658
Less: Deprec.	128,511	90,492
Nonoper. exps.	20,746	34,613
Taxes	241,500	194,700
Net profit	359,901	314,853
Less: Pref. divds.	......	12,050
Cl. A divds.	22,951	......
Cl. B divds.	36,722	......
Common divds.	45,902	68,853
Surplus for year	254,326	233,950
Earnings per Share and Dividend Record:		
Pref., paid	......	$0.63
Class A†	$3.92	3.30
Class A‡	1.71	1.40
Paid	0.25	....
Class B†	3.42	2.80
Class B‡	2.21	1.90
Paid	0.40	....
Common	§	6.60
Paid	1.00	1.50

†Before (‡after) participation.
§Divided into $1,804 class A and 91,804 class B shares in June, 1950.
♦After full years' dividend on class A and B stock.

CONDENSED BALANCE SHEET

As at Nov. 30: $	1950	1949
Cash & mkt. secs.	$90,115	$57,683
Accts. rec.	538,477	441,769
Life ins., c.s.v.	13,900	13,000
Inventories	687,220	512,784
Total curr. assets	1,338,712	1,025,236
Mortgage rec.	42,500	40,000
Misc. assets♦	45,362	54,773
Fixed assets*	1,105,943	1,138,179
Total assets	2,532,517	2,258,188
Total curr. liab.	499,028	482,883
Reserves	150,000	100,000
Capital stock	459,020	459,020
Capital surplus	‡	600,900
Distrib. surplus	81,744	80,764
Earned surplus	■1,342,725	‡535,041
*After depr. of	1,367,262	1,234,092
♦Incl. ref. EPT	17,021	17,021
Working capital	839,684	542,353

♦After deducting approp. for redempt. of pref. shs. of $288,905 plus redempt. exp. of $2,848.
‡$800,000 transf. to earned surp., $900 transf. to distrib. surp.
■After transferring $800,000 from cap. surp. acct. and deducting $50,000 approp. to conting. res.

BRITISH MORTGAGE & TRUST CORP. OF ONTARIO, Stratford, Ont., net profit for the year ended Dec. 31, 1950, amounted to $118,134, up 4.19% from the previous year's $113,378.

Guaranteed Investment receipts of $6,509,712 and deposits of $5,867,254 are both at an all-time high level. Savings deposits have tended to level off in late months but investment money continues to climb. There were at year's end 9,325 separate savings accounts having an average balance of $628.

Mortgage securities are in good condition and arrears of interest are at a minimum.

Annual meeting will be Feb. 8, 1951, at Stratford, Ont.

	1950 $	1949 $
Liabs. to public, etc.*	12,584,645	11,587,199
Shareholders' equity	2,133,800	2,115,657
*Secured by:		
Mtges. & sls. agree.	10,647,899	8,805,543
Realty for sale	1	1
Office premises	42,296	44,083
Liquid assets♦	4,028,249	4,853,229
Total	14,718,445	13,702,856
♦Includes stocks and bonds.		
Estates account	1,470,367	856,337
Net profit	118,143	113,378
Earned per Share	$11.81	$11.34
Paid	8.00+2.00	8.00+1.00

DIVIDEND NOTICES

UNIVERSAL COOLER COMPANY LIMITED

Preference Dividend No. 5

Notice is hereby given that the Fifth regular quarterly dividend, for the quarter ending on the fifteenth day of February, 1951, of one and one-half per cent. (1½%) has been declared on the outstanding 6% cumulative participating redeemable preference shares of the Company, payable February 15, 1951, to shareholders of record at the close of business of February 1, 1951.

By Order of the Board.

A. D. HALL, Secretary.

Brantford, Ontario, January 12th, 1951.

O'BRIEN GOLD MINES, LIMITED

(No Personal Liability)

DIVIDEND No. 15

NOTICE is hereby given that a dividend of Five Cents (5c) per share has been declared by the Directors of O'Brien Gold Mines, Limited (No Personal Liability) payable in Canadian Funds on 7th March, 1951 to Shareholders of record at the close of business on 2nd February, 1951.

By Order of the Board.

A. S. CLERKE, Secretary.

Ottawa, Ontario. 22nd January, 1951.

DELNITE MINES, LIMITED

(No Personal Liability)

TO SHAREHOLDERS AND HOLDERS OF SHARE WARRANTS:

NOTICE OF DIVIDEND No. 11

TAKE NOTICE that a semi-annual dividend (interim) of 2% (i.e. two cents per share) on the outstanding Capital Stock of the Company, payable in Canadian funds, has been declared as dividend No. 11.

Such dividend will be payable April 2nd, 1951, to shareholders of record at the close of business February 19th, 1951.

In the case of Share Warrants such dividend will be payable on or after April 2nd, 1951, in respect of the shares specified therein, upon presentation and delivery of Coupon No. 11 (accompanied by requisite evidence that the coupon holder is domiciled and resident outside of Ontario), at

The Canadian Bank of Commerce, Toronto Branch, Toronto, Ontario,

or

Liberty Bank of Buffalo, Buffalo, N. Y.

By Order of the Board,

W. S. WALTON, Secretary.

January 22nd, 1951.

LOBLAW GROCETERIAS CO., LIMITED

Notice is hereby given that a quarterly dividend of 25 cents per share on the Class "A" shares and a quarterly dividend of 25 cents per share on the Class "B" shares of the Company have been declared for the quarter ending February 28th, 1951, payable on the 1st day of March, 1951, to shareholders of record at the close of business on the 6th day of February, 1951. The transfer books will not be closed. Payment will be made in Canadian Funds.

By Order of the Board.

R. G. MEECH, Secretary.

Toronto, January 15, 1951.

Record of Financing

Sales by Municipalities, Provincial and Dominion Government. Offerings of Corporation and Foreign Securities.

DOMINION

Government of Canada Treasury Bills—Due Apr. 6, 1951, $75,000,000. Issued Jan. 4, 1951. Sold at $99.84386 to yield .627%.

MUNICIPAL

Parish of St. Famille of Boucherville, Que.—3¼% debentures, due Nov. 1, 1951-59, $21,500. Issued Jan. 4, 1951. Sold at $98.90 to Geoffrion, Robert & Gelinas Inc.

Town of Port Colborne, Ont.—3% debentures, due Dec. 1, 1951-70, $285,000. Issued Jan. 6, 1951. Sold at $95.887 to Imperial Bank and Dominion Securities Corp. Ltd.

Town of Walkerton, Ont. (for Walkerton High School District)—3% debentures, due Feb. 1, 1952-71, $479,910. Issued Jan. 8, 1951. Sold at $94.46 to Wood, Gundy & Co. Ltd., Nesbitt, Thomson & Co. Ltd. and Canadian Bank of Commerce.

Town of Dundas, Ont.—3¼%, 1-15 year debentures, $23,566. Issued Jan. 11, 1951. Sold at $98.205 to R. A. Daly & Co. Ltd.

Township of Trafalgar, Ont. — 3% and 3¼% debentures, due 1952-71, $50,000. Issued Jan. 12, 1951. Sold at $96.717 to Gairdner & Co. Ltd.

Town of Brockville, Ont. — 3% debentures, due Feb. 1, 1952-71, $202,000. Issued Jan. 15, 1951. Sold at $98.456 to Anderson & Co., Bank of Toronto and R. A. Daly & Co. Ltd.

City of St. Catharines, Ont.—2½% debentures, due Dec. 1, 1951-60, $299,545. Issued Jan. 15, 1951. Sold at $96.37 to McLeod, Young, Weir & Co. Ltd. and Bell, Gouinlock & Co. Ltd.

St. Catharines General Hospital (guaranteed by the City of St. Catharines, Ont.)—3¼% debentures, due Dec. 15, 1951-70, $625,000. Issued Jan. 15, 1951. Sold at $97.85 to McLeod, Young, Weir & Co. Ltd. and Bell, Gouinlock & Co. Ltd.

Lucky Lake Union Hospital District, Sask. — 5% debentures, due Nov. 1951-60, $25,000. Issued Jan. 15, 1951. Bought privately by Jas. Richardson & Sons.

City of Sudbury, Ont.—3½% debentures, due Feb. 1, 1952-66, $1,365,000. Issued Jan. 15, 1951. Bought privately by Mills, Spence & Co. Ltd.

Ventures Ltd.—3¾% secured notes, due 1960, $2,500,000. Issued Jan. 15, 1951. Bought privately by Mutual Life Insurance Co. of New York.

CORPORATE

Chilliwack Telephones Ltd. — 4% first mortgage bonds, series A, due Jan. 1, 1971, $200,000. Dated Jan. 1, 1951. Offered at $100 and accrued interest by W. C. Pitfield & Co. Ltd.

North-West Telephone Co. — 4% first mortgage bonds, series A, due Jan. 1, 1971, $250,000. Dated Jan. 1, 1971. Offered at $100 and accrued interest by W. C. Pitfield & Co. Ltd.

Kootenay Telephone Co. Ltd.—4% first mortgage bonds, series A, due Jan. 1, 1971, $250,000. Dated Jan. 1, 1951. Offered at $100 and accrued interest by W. C. Pitfield & Co. Ltd.

Canadian National Railways — 2¾% equipment trust certificates, series V, due Jan. 15, 1952-61, $13,500,000. Issued Jan. 15, 1951. Offered at $99.29 by Royal Bank, Wood, Gundy & Co. Ltd., Bank of Canada, Bank of Nova Scotia, Royal Securities Corp. Ltd., Banque Canadienne Nationale and Bank of Toronto.

PREFERRED

Chilliwack Telephones Ltd.—$150,000 5% cumulative redeemable preferred shares ($10 par value). Offered at $10 per share and accrued dividend by W. C. Pitfield & Co. Ltd.

Kootenay Telephone Co.—$150,000, 5% cumulative redeemable preferred shares ($10 par value). Offered at $10 per share and accrued dividend by W. C. Pitfield & Co. Ltd.

North-West Telephone Co.—$250,000, 5% cumulative redeemable preferred shares ($10 par value). Offered at $10 per share and accrued dividend by W. C. Pitfield & Co. Ltd.

Grain Prices

Chicago Futures

Week to Jan. 22, 1951

Crop year from Aug. 1, 1950 High	Low		High for week	Low for week	Close Jan 22
		Wheat—			
2.49¼	2.22¼	Mar.	2.46¼	2.41¼	2.45¼
2.48¾	2.23	May	2.46¼	2.41¼	2.46¼
2.43¼	2.10¼	July	2.42¼	2.34	2.41¼
2.44¼	2.25¼	Sept.	2.43¼	2.35¼	2.42¼
		Corn—			
1.80¼	1.43¾	Mar.	1.79	1.73	1.78¾
1.80¼	1.45	May	1.80	1.73	1.79¾
1.80¼	1.49	July	1.80¼	1.74	1.79¾
1.79¼	1.67¼	Sept.	1.79¼	1.72	1.79¼
		Oats—			
.98¼	.76¼	Mar.	.98¼	.93	.97¼
.98	.74¼	May	.97¼	.93	.97¼
.93¼	.73¼	July	.92¼	.87¼	.91¼
.93¼	.86¼	Sept.	.91¼	.86¼	.90¼
		Rye—			
1.82¼	1.44	May	1.79¼	1.71	1.78¼
1.85	1.49	July	1.82	1.73¼	1.80
1.87¼	1.70¼	Sept.	1.84	1.75¼	1.81¼
		Soybeans—			
		Jan.	3.23¼	3.11¼	3.22
		Mar.	3.26¼	3.14¼	3.24
		May	3.28¼	3.16¼	3.25¼
		July	3.27¼	3.19	3.25¼

Chicago Cash

	For Week Jan. 22 High	Low	Prev. Week High	Low
Corn—				
2 Yel.	1.78¼	1.74	1.80	1.74¼
Oats—				
1 H. Wh.	.98¼	.98¼	.99¼	.98

Winnipeg Futures

Week to Jan. 22, 1951

Crop year from Aug. 1, 1950 High	Low		High for week	Low for week	Close Jan 22
		Oats—			
1.02¼	.75¼	May	1.02¼	.96¼	1.01¼
.92¼	.77¼	July	.92¼	.87¼	.92¼
.88¼	.82¼	Oct.	.88¼	.82¼	.87¼
		Barley—			
1.48	1.07	May	1.48	1.41¼	1.47
1.37¼	1.16	July	1.37¼	1.31¼	1.36¼
1.30¼	1.23¼	Oct.	1.30¼	1.24¼	1.28¼
		Rye—			
1.94	1.40	May	1.94	1.81¼	1.93¼
1.90¼	1.30¼	July	1.90¼	1.77¼	1.89¼
1.85¼	1.72	Oct.	1.85¼	1.75¼	1.84¼
		Flax—			
5.35	3.49¼	May	5.35	4.83	5.35
5.17	3.68	July	5.17	4.69	5.17
4.98¼	4.24¼	Oct.	4.98¼	4.53	4.98¼

Winnipeg Cash

	For Week Jan. 22 High	Low	Prev. Week High	Low
Oats—				
2 C. W.	1.07¼	1.02¼	1.05¼	1.04¼
3 C. W.	1.02¼	.96¼	1.01¼	.99¼
Barley—				
1 Feed	1.45	1.40¼	1.45¼	1.41¼
2 Feed	1.41¼	1.37	1.42¼	1.38¼
1 Malt	1.57¼	1.52¼	1.56¼	1.53¼
Rye—				
2 C. W.	1.89¼	1.79¼	1.86¼	1.81¼
Flax—				
1 C. W.	5.49	4.89¼	4.78	4.37¼

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Terminal facilities at Port Arthur.

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Terminal Elevators in Fort William
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JAMES RICHARDSON & SONS LIMITED

GRAIN MERCHANTS
SHIPPERS AND EXPORTERS
HEAD OFFICE WINNIPEG MANITOBA
BRANCHES THROUGHOUT CANADA

THE WEEK'S QUOTATIONS

Quotations here listed are the official stock exchange prices for listed stocks including curb market quotations. For unlisted stocks, quotations by unlisted dealers are given. The Financial Post cannot accept any responsibility for these quotations.

Montreal and Toronto Winnipeg, Calgary and Vancouver

WEEK ENDING JANUARY 19

Range 1950-51 High	Low	Div R'te $	Y'ld Jan19 %	Company	Sales	Last Jan. 12	Week end. Jan. 19 H	L	Cl'se
49¼	21¼	3.00	6.3	Abitibi	43802	45¼	49¼	45	48
25¼	22	1.50	6.1	Do. $1.50 pf.	8465	24¼	24¾	24¾	24¼
28¾	21	1.00+.75		Acadia Atlan A	5480	26¾	28¾	26¾	27¼
105¼	100¼	5.00	4.9	Do. 5% pref.	95	102	102	102	102
11	8¼	.60	6.0	Agnew Surp.	720	10	10¼	9¼	10
2.00	1.45		...	Albt. Dist.	2000	1.85	1.95	1.92	1.92
1.99	1.50		...	Do. V.T.	3225	1.85	1.87	1.83	1.83
32¼	13¾	1.00	...	Algoma Steel	9190	30¼	31¼	30	30¾
27¼	25		4.0	Alum. of Can. p	1575	25¼	25¾	25¼	25¼
107¼	52¾	3.00+1.75		Aluminium	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Range 1950-51 High	Low	Div R'te $	Y'ld Jan19 %	Company	Sales	Last Jan. 12	Week end. Jan. 19 H	L	Cl'se
26	19¼	1.50	6.3	Gt. West Coal	100	24¼	24	24	24
6¼	3	†.30	...	Gt. West Felt	5	5	3	3	3
5¾	5¼	.50	8.5	Do. pref.	....	5¼	5¾	5¾	5¼
14¼	9¾	†1.00	..	G. W. Saddlery	49	12	14¼	14¼	14¼
5.00	4.12½	.20+**.05		Greening Wire	200	4.85	5.00	5.00	5.00
13¼	13	♦.50	..	Guaranty Trust	25	13¼	13¼	13¼	13¼
24¼	16¼	1.60	6.7	Gypsum, Lime	6005	24	24¼	23¼	23¾
10	8¼	**.25	..	Hahn Brass	5	10	10	10	10
13¼	12¼	.80	6.1	Do. (A)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Range 1950-51 High	Low	Div R'te $	Y'ld Jan19 %	Company	Sales	Last Jan. 12	Week end. Jan. 19 H	L	Cl'se
30	24	†1.00	..	Woods Mfg. pf	450	28	30	27	30
8¼	3	.40	7.0	York Knit. A	325	6	6	5¾	5¾
2.70	1.00		...	Do. (B)	1365	2.50	2.70	2.70	2.70
17	13	.50+**.10		Zellers	2600	13¾	14	13¾	13¾
29¼	27¼	1.50	5.4	Do. 6% pref.	25	27¼	28	27¾	28

*On arrears. ▲N. Y. funds. ▲▲Participating divd. •Dividend deferred. §For each 20 shares held. ♦After stock split. x2 shs. for each 1 held. ■Paid or payable in 1951. †Paid or payable in 1950. ♠3 fully paid 5% pref. shs. for each 5 common or ordinary held. z 3 shs. $1 par pfd. for each share held. ‡1.30 payable in Dec., 1950, and .70c in 1951. ♠9 shs. of 1 par pref. stock for each common share held. ■Stock divds. of 3 $100 par pref. shs. for each 10 com. shs. held and 1 pref. sh. for each 20 com. shs. held (tax free). ■One 40% $100 par pref. share for each com. sh. held).

Mining Stocks

Range 1950-51 High	Low	Div. Rate $	Yield Jan. 19 %	Company	Sales	Last Jan. 12	Week Ending Jan. 19 High	Low	Close
[illegible]	[illegible]	....	....	Acadia U.	29,200	.52	.52	.46	.46
[illegible]	[illegible]	....	....	Akaitcho	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

Oil Stocks

[illegible]

BUSINESS BAROMETERS

	JAN.	DEC.	NOV.	OCT.	Year Ago
GOVERNMENT FINANCE (millions of $)					
■Dom. total revenue	....	261.1	251.9	253.6	199.[illegible]
Dom. total expend.	....	274.2	209.1	136.6	200.[illegible]
MERCHANDISING					
Dept. store sales (3)	....	+3	+6	+1	....
Country store sales (3)	....	....	....	—4	....
Retail store sales (3)	....	....	....	+3	....
FINANCE					
■Divd pay. index (1) (5)	228.7	230.2	214.4	213.0	213.8
■Money supply (millions $)	....	....	4,878	4,925	4,376
NEWSPRINT CAPACITY					
■Production ratio (7)	....	103.6	103.2	103.1	98.4
RAILWAY FREIGHT LOADINGS					
Tons (D.B.S.) (1)	....	195.4	187.9	169.9	193.3
Cars (D.B.S.) (1)	....	165.5	158.6	146.0	158.3
COST OF LIVING					
D.B.S. (1)	....	171.1	170.7	170.7	161.5
EMPLOYMENT INDEX					
All industries (6)	....	....	210.5	209.9	202.0
■Payrolls (June 1/41=100) (3)	....	....	248.1	245.3	224.8
MANUFACTURING					
Inventories (1947=100)	....	....	....	133.6	125.4
Employment (6)	....	....	215.4	215.9	206.5

	1950-51	1949-50	1950-51 Jan. 1 to date	1949-50 Jan. 1 to date	% Change
RAILWAYS (000's omitted)					
■Carloadings (week, Jan 13)	78.7	65.7	141.3	120.2	+17.5
C.N.R. gross rev. (Nov.)	52,896	44,560	503,648	455,453	+10.6
C.N.R. net rev. (Nov.)	9,278	5,493	54,533	16,945	+221.8
C.P.R. gross rev. (Nov.)	35,101	32,168	344,755	333,136	+3.5
C.P.R. net rev. (Nov.)	5,972	4,513	33,162	17,516	+89.3
IRON AND STEEL PRODUCTION (000's omitted)					
■Pig iron (tons) (Nov.)	208	260	2,112	1,982	+6.5
■Steel (tons) (Nov.)	280	253	3,017	2,831	+6.5
CONSTRUCTION (000's omitted)					
Contracts awarded (Nov.) ($)	161	171	1,423	1,019	+39.6
Cement prod., bbls. (Oct.)	1.6	1.5	13.9	13.4	+3.4
AGRICULTURE (000's omitted)					
Flour exp., bbls. (Nov.)	1,052	822	9,215	8,945	+3
Wheat exp., bush. (Nov.)	15,408	23,592	146,530	192,771	—33
Cattle sales (Dec.) (4)	149	164	1,703	1,830	—7.4
Hog sales (Nov.)	443	514	4,279	3,804	+12.5
SEA FISHERIES (000's omitted)					
Catch, lb. (Nov.)	150	116	1,209	1,110	+8.9
Landed value (Nov.) ($)	4.7	2.9	62.9	50.3	+25.1
NEWSPRINT (000's omitted)					
■Production (Dec.)	431	415	5,279	5,176	+2.0
■Exports, tons (Dec.)	449	435	5,311	5,164	+2.8
MINING AND OILS (000's omitted)					
■Coal prod. (tons) (Dec.)	1,888	1,815	19,018	19,120	—0.5
Gold prod. (fine oz.) (Oct.)	377	367	3,687	3,368	+9
■Petroleum prod. (bbl.) (Oct.)	2,976	2,058	23,272	17,768	+31
ELECTRICAL POWER OUTPUT (000,000 omitted)					
Total monthly kw.h. (Nov.)	4,447	3,914	46,133	42,633	+8.2
FOREIGN TRADE (millions of $)					
Imports (Nov.)	328	240	2,912	2,536	+14
Exports (Nov.)	293	292	2,792	2,666	+5
FINANCE (millions of $)					
Bank debits (Nov.) (8)	11,008	8,540	91,320	79,158	+15.4
Bond sales (Dec.)	220	500	6,328	4,660	+35.8
Life insurance sales (Nov.)	136	125	1,238	1,151	+7.6
OTHER INDUSTRIAL FACTORS					
Shoe prod. (000) (Oct.)	3,270	3,124	28,170	30,669	—8.8
Cigarette cons. (000,000) (Nov.)	1,386	1,539	15,925	15,415	+3.3

(1) Base period 1935-39=100.
(2) All industries.
(3) % change from year ago, latest week or monthly average.
(4) Total at yards and plants.
(5) Nesbitt, Thomson.
(6) Base period 1926=100.
(7) Includes Newfoundland.
(8) Includes debits in St. John's, Nfld., since April, 1949, only.
■New item this week.

Volume of Stock Sales

	Montreal	Toronto	Calgary	Vancouver	New York
Jan. 22	496,500	2,554,000	156,769	202,012	3,270,000
Jan. 20	279,800	1,300,000	102,820	83,003	1,590,000
Jan. 19	490,000	2,426,000	151,882	142,436	3,880,000
Jan. 18	461,500	1,997,000	173,659	......	4,160,000
Jan. 17	446,700	2,102,000	177,755	......	4,570,000
Jan. 16	499,300	2,773,000	154,913	203,500	4,500,000

STOCKS NOT TRADED THIS WEEK

	Div. Rate $	Last sale	Jan. 19 Bid	Ask
Acme Glove	†.25	10¼	11¼	12
Ashdown Hdwre. A	.60	15	14¼	15¼
Assoc. T. & T. A	..	80	..	..
Do. pref. ▲6.00+*3.00**		155	..	..
Ault & Wiborg pf.	5.50	103	103	105
Auto Electric	†.45	7¾	7	..
Auto Fabric A	.60	6¼	6¾	7¼
Bates & Innes	1.00	14	14¼	..
Beaver Lumber	**1.00	39¼	34	..
Beld. Cort.	6.00+**1.00	[illegible]	[illegible]	[illegible]

	Div. Rate $	Last sale	Jan. 19 Bid	Ask
Moore Corp. pf. B	▲7.00	564	630	..
Morrison Brass	..	4	4	4¼
Murphy Paint	.80	21¼	22	23¼
Nat. Hosiery A	.60	26¼	27¼	30
National Trust	1.00	30	30	..
W. Neilson 5% pf.	5.00	103¼	103	103¼
Neon Pr. of W. C.	.80	15¼	15.40	..
Nor. Can. Mtge.	1.50	29	25	30
Nor. Trusts	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

Mining Stocks

[illegible]

Government Bonds

Jan. 23, 1951 (Supplied by Investment Dealers' Assoc. of Canada)

%	Due	Bid	Ask
Victory Loans:			
3	Mar. 1954 ...	101¼	101½
3	Nov. 1956 ...	101¼	101½
3	May 1957 ...	100¾	101
3	Jan. 1959 ...	100	100¼
3	June 1960 ...	99¾	100¼
3	Feb. 1962 ...	99¾	100¼
3	Oct. 1963 ...	99¾	100¼
3	Sept. 1966 ...	99¾	100¼
Dom. of Can. Bonds:			
3	June 1958 ...	100¾	100¾
3¼	Feb. 1951 ...	100¼	101
3¼	June 1966 ...	100¾	101¼
3	Perpetual ...	†99¼	100
2¾	June 1968 ...	96¾	97¾
3¼	Feb. 1952 ser. C ...	102	102½
Can. Nat. W. Ind. S.S.:			
5	Mar. 1955 ..	▪115¼	117¼
Grand Trunk Pacific Rly.:			
3	Jan. 1962 ..	▪107¾	109¾
4	Jan. 1962 ..	▪117¾	119¾
Dom. Guaranteed Bonds			
Can. Nat. Railways:			
3	Jan. 1959 ...	99¾	100
4½	Feb. 1956 ..	▪115¼	117¼
4½	July 1957 ..	♦117¾	119¾
5	Feb. 1954 ...	105¾	106¾
4¾	June 1955 ..	▪115¼	117¼
2¾	Jan. 1967 ...	96	97
2¾	Sept. 1969 ...	97	97¾
3	Jan. 1966 ...	99	100

%	Due	Bid	Ask
Provincial Govt. Bonds			
Alberta:			
2¾	Dec. 1953/57.	98¼	100
British Columbia:			
4½	Jan. 1959 ..	♦129¾	131¼
5	Sept. 1953 ...	104	105
3	Dec. 1960 ...	97¼	99¼
3	June 1964 ...	97¼	98¼
5	Sept. 1959 ..	♦123¼	125¼
B. C. Power Comm.:			
3	Oct. 1967 ...	96¼	97¼
Manitoba:			
4	Dec. 1957 ..	♦113¼	115¼
5	Dec. 1959 ..	▪123¼	125¼
5½	July 1958 ...	114	117
3	Oct. 1965 ...	97¼	98¼
4½	Dec. 1956 ..	♦115¼	117¼
New Brunswick:			
4½	Apr. 1961 ..	♦113¼	115¼
2¾	June 1968 ...	88¼	90¼
3¼	May 1957 ...	97¼	98¼
3¼	Sept. 1965 ...	97	98
Nova Scotia:			
3½	June 1956 ...	100	101
4½	Nov. 1960 ..	♦120	122
5	Mar. 1960 ..	♦123¼	125¼
3	June 1956/58.	98¼	99¼
2¾	Sept. 1966 ...	92¼	94¼
3¼	June 1963/65.	99	100

%	Due	Bid	Ask
Ontario:			
2¾	Nov. 1965/69.	93¼	94¼
3¼	May 1952/55.	100¼	101¼
4	June 1962 ..	▪117¾	119¾
4½	Jan. 1962 ..	▪122¾	124¼
2¾	July 1967/76.	♦91¼	93¼
3	Nov. 1962/65.	98	99
5	May 1959 ..	▪122¾	124¼
Ont. Hydro Commission:			
4	Aug. 1957 ..	▪113¾	115¾
2¾	Oct. 1965/68.	93¼	95¼
3	Dec. 1963/65.	97¼	98¼
3	Nov. 1967/69.	96¼	97¼
Prince Edward Island:			
3¼	Dec. 1961 ...	98	99
Quebec:			
3¼	Mar. 1954/59.	100¾	101¾
3¾	Feb. 1952/53.	100¾	101¼
4¼	Aug. 1958 ...	106¼	107¼
4¼	Jan. 1963 ...	111¼	113¼
3	Sept. 1962/64.	97¾	99¾
Quebec Hydro Commission:			
3	Feb. 1969/73.	96¾	97¾
3	Dec. 1958/60.	99	100
Saskatchewan:			
4	Nov. 1955/60.	102¼	104¼
5	Aug. 1958 ...	108	110
4½	Mar. 1960 ..	♦116¾	118¾
5½	Oct. 1952 ...	102¼	103¼
6	Mar. 1952 ...	102¼	103
5	Dec. 1959 ..	♦120	122
3	Mar. 1963 ...	96¼	98¼
3¼	Nov. 1960/62.	98¾	100¾
3¾	Oct. 1962/65.	102¼	104¼

†Callable on or after Sept. 15, 1966. ▪Payable Can., N.Y. or £. ♦Payable Can. or N.Y.

Unlisted Stocks

(Compiled from quotations by Kippen & Co., Montreal and Intercity Securities Ltd., Toronto) Jan. 23, 1950

	Bid	Ask
Allens Toronto units	42.50	....
Anglo-Can. Pulp & Paper	10.50	22.00
Anglo Can. Telephone A	11.50	12.25
Beauharnois L. H. & Power	28.28	29.00
Brand & Millen A	.32	3.7
British Mtge. & Trust	195.00	....
B. C. Sugar	85.00	....
Brockville Trust & Savings	64.00	....
Can. Motor Lamp	18.50	20.00
Can. Superior Oils	11.00	11.75
Can. West Nat. Gas Co.	70.00	....
Do. pfd.	19.00	20.25
Capital Wire Cloth com.	15.00	18.00
Carlton Club	30.00	40.00
Chase, A. W. units	53.00	56.00
Colonial Steamships com.	145.00	....
Commercial Finance com.	23.00	....
Commercial Life 10% paid	10.75	....
Continental Life 20% paid	46.00	....
Cooksville A	13.50	20.00
Do. B	11.75	13.00
Cuban Can. Sugar com.	5.50	....
Detroit Intl. Bridge	16.00	17.25
Dover Industries Ltd.	8.25	9.00
Dunlop Tire pfd.	24.50	25.50
Dupuis Freres pfd.	22.00	24.00
Empire Life Ins. 25% paid	18.50	....
Foreign Power Sec. pfd.	....	19.00
Galt Brass com.	33.00	....
Goderich Elevator & Trans.	14.50	15.50
Guaranty Co. of N. America	410.00	....
Hart Battery com.	9.50	....
Husky Oil & Ref.	5.00	5.75
Lambton Golf	120.00	145.00
Lambton Loan & Inv. $50 p.	85.00	....
Laprairie com.	7.00	....
Do. pfd.	105.00	....
Medical Arts Bldg. Toronto	39.00	42.00

	Bid	Ask
Monarch Life 40% paid	138.00	145.00
Mountainview Apts. pfd.	28.50	....
Nat. Drug & Chem. com. N.	8.00	9.00
Do. pfd.	11.00	13.00
National Life 25% paid	60.00	68.00
New Brunswick Telephone	11.00	12.25
Niagara Low. Arch Bridge	57.00	61.00
Northern Tel. com.	1.55	1.75
Oakville Golf Club	25.00	35.00
Ont. & Que. Rly. 5% c. stks.	141.00	....
Peller Brewing com.	....	1.00
Do. pfd.	9.00	10.00
Provincial Bank of Canada	16.50	17.25
Prudential Trust	13.50	15.00
Reliance Petroleum Pfd.	41.00	44.00
Ritchie Cut Stone pfd.	10.00	11.25
Rosedale Golf	1.40	1.50
St. Andrew's Est. units	1.25	....
Sawyer Massey com.	1.25	....
Seiberling Rubber com.	6.25	....
Sincennes McNaught. Tugs	2.00	2.75
Sherbrooke Trust	140.00	....
Sovereign Life 25% paid	60.00	67.00
Standard Fuel pfd.	37.50	39.50
Do. com.	3.00	4.50
Summit Golf	15.00	....
Sun Life Assce.	1,410.00	1,430.00
Third Can. Gen. Inv.	4.45	4.85
United Co-op's Ont. pfd.	2.00	....
United Farmers Co-op.	2.00	....
United Steel pfd. div. 1.50	23.75	24.75
Victoria Trust & Savings	190.00	....
Waterloo Mfg. com.	6.00	6.75
Waterloo Trust & Savings	125.00	130.00
Western Grain com.	63.00	....
York Downs Golf Nft.	40.00	....
Do. free trans.	235.00	....

Significant Investors' Index Numbers

No. of Securities	Mach. and equip. 10	Pulp and paper 10	Milling 4	Oils 5	Textiles and clothing 10	Food and allied prod. 15	Beverages 10	Bldg. mater. 16	Power and traction 12	Banks 8	Total utilities 16	Total co's 106
*1935 to date:												
High	247.7	287.9	149.7	132.7	221.9	138.5	447.0	168.5	146.2	136.3	149.0	126.1
Low	69.7	51.6	61.2	41.2	78.4	79.5	79.3	66.7	60.2	60.0	65.2	61.1
1950: Monthly Figures:												
Jan.	231.5	286.1	90.7	82.8	235.0	123.7	351.0	169.1	114.7	143.0	124.3	119.0
Feb.	229.9	291.7	86.1	80.5	236.9	123.2	355.8	169.7	116.5	143.0	125.2	118.3
Mar.	241.5	304.9	83.8	80.3	245.7	119.1	371.7	168.9	121.9	142.9	128.6	118.7
Apr.	250.4	326.2	85.8	93.3	247.4	120.6	394.5	174.8	127.2	144.4	132.2	125.9
May	270.1	352.8	86.5	94.9	263.8	122.3	383.5	177.0	125.4	146.1	131.2	128.7
June	280.1	361.4	85.3	95.8	259.4	123.2	381.6	180.4	127.4	148.9	134.6	130.9
July	277.2	330.4	81.9	89.3	238.8	118.4	354.6	168.1	116.6	145.3	127.4	124.3
Aug.	328.5	374.5	87.5	99.9	263.3	120.7	384.6	186.7	123.8	145.7	133.6	135.7
Sept.	349.8	397.8	89.8	104.4	273.6	120.7	403.1	196.0	128.4	148.4	138.2	141.5
Oct.	358.0	431.1	91.7	106.5	290.7	123.4	428.0	212.5	129.0	153.4	138.6	145.4
Nov.	355.1	446.2	91.1	102.6	302.4	123.4	430.6	211.3	126.4	154.8	137.1	144.5
1950: Weekly Figures:												
Dec. 7	346.7	432.1	91.3	98.8	301.1	124.1	411.0	207.3	124.7	125.5	137.3	142.4
Dec. 14	357.7	441.9	95.4	98.4	308.7	125.2	417.6	212.0	126.6	151.3	139.3	144.0
Dec. 21	392.1	444.4	96.9	101.5	315.0	124.1	442.0	219.4	128.5	152.6	143.6	148.4
Dec. 28	397.3	456.7	96.9	103.2	321.6	126.0	444.6	223.5	130.5	154.1	144.4	150.3
Jan. 4	401.5	459.6	95.7	105.3	335.9	126.2	442.7	232.2	129.9	153.3	144.9	152.1
Jan. 11	408.0	475.3	107.2	107.5	366.4	125.3	433.9	244.9	133.5	156.7	147.5	155.2
Jan. 18	398.7	496.3	109.3	114.0	368.6	125.0	450.0	252.2	143.0	157.5	152.8	158.9

*High and low for year from 1935 to date inclusive are based on weekly figures issued by the Dominion Bureau of Statistics.

Dow-Jones Closing Stock Averages

	30 Indust.	20 Rails	15 Util.	65 Stocks
Jan. 22	244.33	83.30	42.21	91.34
Jan. 20	246.91	84.02	42.48	92.18
Jan. 19	246.76	83.81	42.40	92.05
Jan. 18	247.39	83.78	42.32	92.13
Jan. 17	248.01	84.53	42.35	92.52
Jan. 16	246.65	83.93	42.25	92.01
Month Ago	231.54	76.84	40.07	85.84
Year Ago	200.42	55.23	41.87	72.79
1950-51 High	248.01	84.53	44.26	92.52
1950-51 Low	196.81	51.24	37.40	70.34

Toronto Stock Exchange Index

	20 Indust.	20 Golds	15 B.M.	15 W.O.
Jan. 22	308.02	89.71	181.32	91.37
Jan. 20	310.76	91.87	180.70	91.29
Jan. 19	310.27	92.07	179.39	89.74
Jan. 18	309.75	90.10	176.06	88.55
Jan. 17	311.50	89.18	176.09	90.14
Jan. 16	308.29	91.12	175.06	90.79
Month Ago	282.66	71.90	156.58	75.20
Year Ago	207.01	99.56	110.77	65.05
1950-51 High	311.50	105.15	183.42	93.44
1950-51 Low	203.27	69.57	104.35	58.45

Montreal Stock Exchange Averages

	10 Util.	20 Ind.	30 Com.	10 Pprs.	15 Golds
Jan. 22	88.2	211.6	170.5	700.19	69.27
Jan. 20	88.7	213.2	171.7	709.24	69.38
Jan. 19	88.6	212.7	171.3	706.78	68.72
Jan. 18	88.9	214.1	172.3	713.17	67.31
Jan. 17	89.0	216.6	173.4	716.88	67.46
Jan. 16	87.8	213.3	171.5	706.59	68.02
Month Ago	84.7	188.4	153.8	639.08	56.67
Year Ago	76.1	141.5	119.7	384.07	65.35
1950-51 Hi.	89.0	215.6	173.4	716.88	69.38
1950-51 Low	74.5	136.0	117.2	355.89	50.97

Corporation Bonds

(Supplied by Investment Dealers' Association of Canada)

Jan. 23, 1950

Public Utility Issues:	Int. Rate %	Due	Bid	Ask.	Prev. Week Bid
▲Alg. Cen. H.B.R.	5	'59	95	98	95
Bell Telephone	3	'77	95	98	96
B. C. Electric	3½	'67	94	96½	94
Do.	3½	'75	95	97½	96
Do.	3¾	'69	99	101½	99
Calgary Pwr.	3½	'72	97	100	97
Can. West Nat. Gas	3½	'71	97½	100	97½
East Kootenay	3¾	'67	92	96	92
‡Gatineau Pr. D	3½	'70	99	102	99
Gt. Lakes Pwr.	4½	'69	97	100	97
Int. Prov. Pipe Line	4	'70	285	295	290
L. St. Law. Pr.	3½	'65	97	100	97
Maclaren-Quebec Power	3	'69	96	99	96
Mtl. Trams. B	5	'55	99	102	99
Nat. Lt. & Pwr.	4½	'61	99	102	99
North. Que. Pr.	4½	'67	98	101	98
Power Corp.	3½	'67	96	99	96
Quebec Power	3	'62	97½	100	97½
St. Maurice Pr.	3½	'70	97½	100	97½
Shaw. W. & Pr.	3	'61	97	100	97
Do.	3	'71	97½	99½	97
Do.	3½	'73	100	102½	100
Un. Fuel. Invest.	4	'59	100	103	100
United Secs.	3	'52	99	102	99
Wpg. Electric	3¾	'71	101½	104	101½
Industrial Issues:					
Abitibi Pr. & P.	3½	'67	100	103	100
Acadia-Atlantic Sugar	3¾	'65	102	104½	101
Aluminum Co.	3½	'74	100½	103½	100½
Anglo Can. Oil	4	'64	113	117	112
Bathurst P. & P.	3¾	'68	99½	102	99½
B. C. For. Prod.	4	'66	92	95	91
B. C. Pulp & P.	3½	'67	98	101	98
Bowater's Nfld. P. & P.	3½	'68	96½	99½	97
Brompton Pulp & Paper	3½	'66	94	97	94
Burns & Co.	4	'63	98	101	96½
Calvan Petroleums Ltd.	5	'66	103	106	103
Can. Steamship	3½	'57	97	100	97
Do.	4	'66	98½	101	98½
Can. Bread	4½	'67	98½	101½	98½
Can. Brew.	4	'69	96½	99	96½
Can. Canners	3¾	'70	101½	...	101½
Can. Celanese	3	'62	98	101	98
Can. West. Lum.	4	'62	98½	101	98½
Can. Oil	3½	'62	99½	102½	99½
‡C.P.R.	3½	'70	113	117	112
Cockshutt Plow Co.	4½	'65	100½	103	100½
Columbia Cell.	5	'68	102	105	102
Consol. Paper	3½	'67	100½	103	100½
Dom. Textile	3½	'59	100½	103	100½
Dom. Woolens	5	'64	93	98	93
Dryden Paper	4	'65	98	101	98
E. B. Eddy	3½	'66	99	102	99
English Elec.	4	'67	94	97	94
Federal Grain	4	'64	99	102	99
Gen. Steel Wares	3½	'70	98	101	98
Gt. Lakes Pap.	3½	'67	100	103	100
Gt. Plains Dev.	1-4	'65	93	97	93
Imp. Tobacco	3	'70	96½	99	96½
Imperial Oil	3	'69	97½	100	97½
Indust. Accept.	4	'60	97½	100	97½
Lake St. J. P.	5	'61	101½	104	101½
Laurentian Silk	4½	'67	98	101	98
MacMillan (H.R.) Ex.	4	'65	100	103	100
Maple L. M.	3½	'63	98	101	98
McColl-Frontenac	3	'71	95	97½	94½
Mercury Mills	4	'63	92	95	92
Mon. Knitting	4	'66	95	98	95
N. S. Steel Coal	3½	'63	98	101	98
Penman's	3½	'66	99	102	99
Price Bros.	3½	'66	99	102	99
Silv. Dairies	4	'60-64	98½	101½	98½
Do.	4	'71	92½	99	92½
Simpsons Ltd.	3½	'60	100	103	100
Steel Co. of Can.	2¾	'67	93	96	94
Tor. Elevators	3½	'66	99	102	99
Traders Fin.	4	'65	100	103	100
United Corp.	4	'58	100	103	100
United Steel	4	'60	99	102	99
West. Can. Brew.	5	'67	99	102	98
*Western Grain	5	'63	98	101	98
York Knit. Mill	3½	'71	90	94	90

*Payable in Canada, U. S. or U.K. ‡Payable in Canada only. ▲Payable in Canada or U. K.

Unlisted Mines, Oils

(By the Broker-Dealer's Assoc. of Ontario)

Approximate quotations, 2.30 p.m., Jan. 22, subject to confirmation and change. An asterisk (*) indicates an increase in price, a dagger (†) a decrease in price.

	Bid	Ask
Abenakis	2	4
Advance	4½	5
Alexander	3	4
Ama Kir	4	5
Angus	..	45
Anna'que	†5	6
Arctic	3	4
Argonaut	1	2
Ava	8	10
Barber N	1	3
Beacon	23	25
Beaulieu	1	2½
Beauriv	2	3
Bi Ore	8	11
Biroco	6	8
Blondor	1	2
B McDade	8	11
Bour C	5	6
Bouzanne	†12½	14
Braminco	19	22
Bright RL	2	3
Burley Po	1	2
Camlaren	7	9
Camray	†4	6
Captain	4	6
Cassidy	1½	2½
Cent Man	25	27
Cock	1½	3
Columbier	3½	4½
Con Chib	20	25
Con Cop	8	9
Conecho	16	19
Craibbe	4	6
Croydon	3	5
Cuyuni N	†18	22
Derlak	3	4
De Sant	3	5
Doris	1½	2½
Dunvegan	4	6
Durham	6	8
E Lund	5	7
Echo Ind	2	4
E Bonanz	*8	10
Elmac	3	5
Erin Kirk	1½	2½
Flicka	1	2
Forty For	75	85
Gan Cop	*6	8
Glencona	4½	5½
G'maque	20	22
Gldflds U	*20	30
Goldmac	†20	22
Gov Gold	3	5
Grd Chib	..	50
Greenlee	4	6
Habitant	3	4
Halden	1½	3
Harker	3½	4½
Hornfault	12	14
Independ	14	15
Insco	12	14
Isle Pinn	*11	13
Jerome	20	24
Kamlac	22	25
Ken Bay	6	7
Kenda Pe	5	7
Kenogami	4	6
Kirk GG	1	2
Lar Add	3	5
LaSalle	3	4
Lassie	4	6
Lennie	2½	3
Lk Expa	4½	6
Lower Can	2	3
Lun-Echo	8	10
Mallen RL	6½	8
Mar Bird	3½	4½
Marquette	1½	2½
Mary Ann	†6½	7½
Mat Con	20	24

	Bid	Ask
Nate Yel	5	8
McCuaig	3	4
McManus	4	6
Metalore	6	7
Miles RL	*3	5
Mindus	62	72
Mink	2	4
Mistassini	4	6
Mohawk P	1½	2½
Murmac	*7½	8½
Nat New	7	10
N Redwd	12	17
New Aug	6	8
Newcor	6	8
New Mal	3	4
Nickel L	†5	7
Nickel O	435	..
Norbeau	*90	100
Norbec	11	13
Norcourt	*6	8
Norford	1½	2½
Normar	1½	2½
Novele P	1	3
Obalski O	4	..
do '45	13	16
Oklend	10	12
Olivet	2	3
Opemiska	*46	50
Orofino	†49	50
Ortona	5	6
Pascalis	12	15
Payne	†5	7
Pelangio	2	3
Phelps	½	1½
Presdor	1	2
Privateer	7	9
Quejo	5	7
Quyto	12	15
Que SR	23	25
Quest	1½	3
Rand M	7½	8½
Randona	3½	4
Redruth	4	6
Redwood	4½	5½
Rhyolite	2	3
Richgroup	5	7
Roy Silv	*27	30
Russet	3	4
Salm Co.	*62	70
Santiago	4	6
S Dufalt	5	7
Sepha	2½	4
Sheldon	10	13
Silv Arro	*6	8
Skynner	1½	2½
Snow L	3	4
Starlight	1	2
Sunbear	2½	3½
Tobico	1	2
Vauz Duf	†25	28
Vinray	3	4
Viking	13	14
Walcoro	5	7
West RL	2	3
Y Davids	*20	22
Yel'knife	105	..
do vt	100	..
OILS		
Ajax	48	50
Crusader	..	10
Devon	*45	48
Franco	†58	63
Granleduc	8	10
Jet	7	9
Lingnora	8	10
Major Oil	†2	3
Nw Ranch	3½	5
N Pr'ces	160	170
P Oil Ref	†32	40
Vermilion	20	30
West Loc	8	10

Stock Redemptions

Company†	Rate	Date	Price
▲Fraser Cos. pfd.	4¾%	Jan. 22	†$102.00
*P. L. Robertson Mfg. pf.	....	Jan. 29	$44.20

▲15,000 shs. †Plus a pay. of 29c per sh. for accrued divds. to redemption date. *All outstanding.

Market Comment

What stocks and bonds are doing and what prominent observers say

More bullish even than the recent extended market rise into new high ground has been the steadily dwindling daily volume this week as the market marked time or drifted quietly lower. Such action following such a sharp rise more often than not heralds early resumption of the upturn.

A survey of leading brokerage houses in Toronto reveals sizeable liquid funds awaiting reinvestment at stock prices just slightly under current market prices. On top of that has come a record wave of public enquiries pouring into brokerage offices for information as to what and when to buy. All this would seem to indicate a fairly strong support against any sharp sell-off at this time.

Announcement of increase in stock margin requirements in the U. S. from 50% to 75% failed to exert any dampening influence on trading there. The following day stocks surged forward to a new high.

Despite the substantial expansion in trading volume in the last two months and the increasing speculative element coming into the market, brokerage accounts are reported in excellent shape. Ratio of brokers loans to stock values (T.S.E.) was only 0.37% at end of 1950.

* * *

J. P. WALWYN: Walwyn, Fisher & Co. (Toronto)

Since the summer of 1949 industrial stocks have been rising steadily. The outbreak of the Korean conflict temporarily interrupted this advance but new highs have been made in many groups of stocks in recent months.

The Toronto Stock Exchange industrial index is at highest level since its first compilation and is substantially higher than the levels reached in either 1937 or 1946. This rise is a reflection of higher profits, increased dividends, and sustained business activity at a high level. It is also a reflection of the growing realization that the purchasing power of the dollar is rapidly declining and consequently that the value of fixed income securities is deteriorating.

It should be pointed out, however, that these factors apply equally to the market in New York, and while the latter has experienced a substantial advance, the rise has not been as spectacular as in the case of the Toronto index.

In view of the historically high level of industrial stocks here, investors may well consider the advisability of adopting a cautious attitude toward new commitments at current levels.

* * *

GILLES FORGET: Forget & Forget (Montreal)

Stocks have been climbing steadily for the last two months and the trend has disappointed many bargain-hunters who were waiting a reaction to make their purchases.

The prospect of inflation activated by the heavy re-armament programs seems to be at the base of this upward move.

To this must be added the heavy demand for investment. Cash is plentiful, savings are at a very high figure and investment in stocks is justified even at actual levels if one cares to study carefully the yields on the majority of traded securities.

Whatever the picture, caution is advised. Some profit-taking is impending. The international situation is uneasy and the least bit of bad news could probably provoke a short but pretty severe break. Should this happen, bargain-hunters and investors would do well to take the opportunity of satisfying their inclination to buy the stocks they have been wanting for some time.

* * *

W. JEWISON: Peter D. Curry & Co. (Winnipeg)

From the chartists' point of view, the market picture at the moment could hardly look more promising for a continuation of the advance. The rapid climb of almost seven months duration has been interrupted only by the consolidation which took place in October and November, and one could hardly be blamed for refraining from buying at present levels in anticipation of a sell-off. During the past six weeks or so, it appears the general public has been in the market to a greater extent and perhaps this cannot be construed as a healthy sign. Certainly the great majority of investors have profits which they would be quick to cash in at any indication of a real sell-off. Offsetting this, there is no doubt a substantial backlog of funds which would come into the market at lower prices but the majority of it probably not until the decline had run its course.

* * *

HUGH MACKAY & CO.: (Saint John, N.B.)

The higher prices go, the more difficult it becomes to comment on the outlook for the securities markets. With the world in such a confused state, and with events happening so suddenly, it is to be expected that the investor should not only be confused but nervous. With the market in its seventh consecutive week of advance, a normal secondary correction would appear overdue. Yet the market appears to ignore various items of bad news, and keeps working upward.

There is little doubt that fear of inflation is what is causing such heavy buying of equities. Although there has been some activity by the smaller investor, it must be conceded that it is the larger investor who has been primarily responsible for the insistent demand for shares. Since the larger investor is usually looking to the longer term, it would seem logical to follow the general policy of keeping long on stocks in the belief that the primary trend is still upwards.

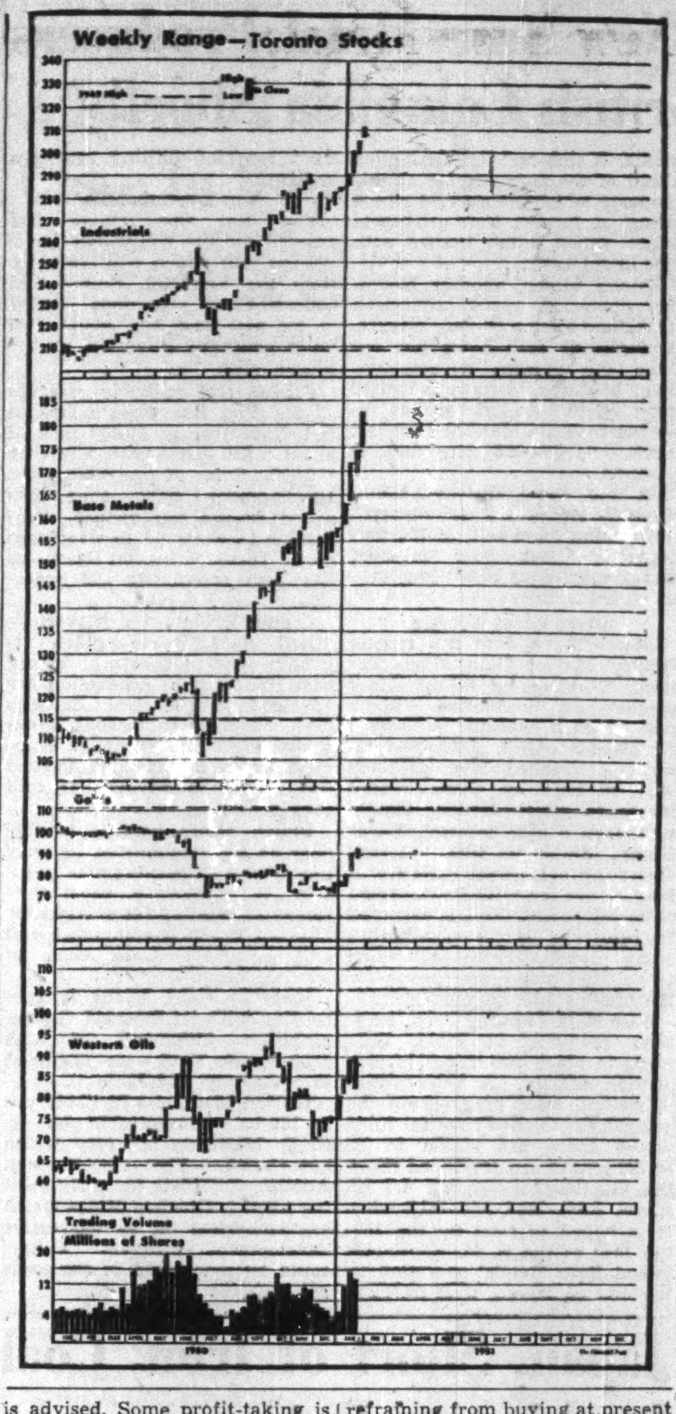
As far as a secondary correction is concerned, the experience of most investors during recent years has been that when a stock was sold it usually was difficult to repurchase at a satisfactory level. To sum up, we continue to lean to the view that one should not be too anxious to dispose of equities and should give thought to utilizing cash reserves on any correction.

* * *

THOMSON & MCKINNON: Stock Survey (New York)

In trying to anticipate probable group action during the early months of this year, certain basic assumptions have to be made. In the first place, it is expected that the tempo of the military defense effort which will be sharply stepped up, will have a varying influence on different lines of enterprise. Second, it is anticipated that taxes all along the line, particularly on corporate profits, will be raised so that the defense spending will be financed very largely on a pay-as-you-go basis. Finally, a shift to the type of economy which the military and political situations throughout the world call for, will inevitably bring about a higher degree of control and regulation of all phases of the economy, making it thereby less flexible and less influenced by free market conditions.

The making of long range investment policies, under these circumstances, is extremely difficult, but the problem of industry and stock selection is a continuing one and will grow more important as individual industries and the stocks of companies operating therein tend to find more or less investor support from time to time.



Dividends Declared

	This payment $	Date payable	Date of record
Aluminium Ltd.	†.75	Mar. 5	Feb. 9
Aluminum pfd.	.25	Mar. 1	Feb. 7
Anglo-Can. Tel. 4½% pfd.	.56¼	Feb. 1	Jan. 10
Argus Corp.	.15	Mar. 1	Jan. 31
Do. pfd.	1.12½	Mar. 1	Jan. 31
Assoc. Tel. & Tel. 7% 1st pf.	†1.75	Apr. 1	Mar. 1
Do. $6 1st pfd.	†1.50	Apr. 1	Mar. 1
Atlas Steels	.25	Feb. 1	Jan. 3
Ault & Wiborg pfd.	1.37½	Feb. 1	Jan. 15
Bk. of Montreal	.25	Mar. 1	Jan. 31
Bank of N. S.	.35	Feb. 1	Dec. 30
Bathurst Pr. A	.50+‡1.00	Mar. 1	Feb. 1
Do. B	1.00	Mar. 1	Feb. 1
Beaver Lumber	1.00	Feb. 1	Jan. 10
Do. A	.25	Apr. 2	Mar. 10
Do. pfd.	.35	Apr. 2	Mar. 10
Belleterre M.	.10	Mar. 15	Feb. 15
J. Bertram & Sons A	.25	Feb. 15	Jan. 31
Do. B	.05	Feb. 15	Jan. 31
Blue Ribbon pfd.	.62½	Feb. 1	Jan. 20
Bowes A	.12½	Feb. 15	Jan. 31
Brantford Cord. A	.25	Mar. 1	Feb. 5
Brant. Roof. A	.25	Feb. 1	Jan. 15
Do.	.25	May 1	Apr. 14
Do.	.25	Aug. 1	July 14
Do.	.25	Nov. 1	Oct. 15
Do. B	.10	Feb. 1	Jan. 15
B. C. Forest	.10	Feb. 1	Coup. 8-xc-31
B. C. Pulp & Pap. pfd.	1.75+▪28.00	Feb. 1	Jan. 15
B. C. Tel. 6% pf.	1.50	Feb. 1	Jan. 17
Burns Bros. A	1.50	Jan. 27	Jan. 9
Do. B	.50	Jan. 27	Jan. 9
Do. A & B	.50	Apr. 27	Apr. 9
Do.	.50	July 27	July 9
Do.	.50	Oct. 27	Oct. 9
Butterfly Hose. pfd.	3.50	Jan. 29	Dec. 29
Caldwell Lin.	.20+‡.20	Feb. 1	Jan. 15
Do. 1st pref.	.38	Feb. 1	Jan. 15
Do. 2nd pref.	.20+‡.20	Feb. 1	Jan. 15
Can. Cement pfd.	.32½	Mar. 20	Feb. 19
Can. Foils	.10	Feb. 15	Jan. 31
Do. A	.15	Feb. 15	Jan. 31
Can. & Foreign Secs.	.26	Dec. 29	Dec. 15
Can. Perm. Mtge.	.50	Apr. 2	Mar. 15
Can. Safeway pf.	1.12½	Mar. 1	Feb. 15
Can. So. Rlwy.	†1.50	Feb. 1	Dec. 27
Can. Vinegars	.20	Mar. 1	Feb. 15
Can. West. Cord. A	.12½	Feb. 1	Dec. 30
Can. Bk. of Comm.	.25	Feb. 1	Dec. 30
Can. Bronze	.32+‡.50	Feb. 1	Jan. 10
Do. pfd.	1.25	Feb. 1	Jan. 10
Can. Gen. Sec. A&B	4.00	Jan. 29	Jan. 15
Can. Ind.	.40	Jan. 31	Jan. 2
Can. Inv. Fund	.07	Feb. 1	Jan. 15
Can. Oil	.25	Feb. 15	Jan. 16
Can. Pac. Rlwy.	1.00	Feb. 28	Dec. 29
Do. pfd.	2%	Feb. 1	Dec. 29
Can. Utilities pfd.	1.25	Feb. 15	Jan. 26
Can. West. Lumber	.10	Apr. 16	Mar. 19
Do.	.10	July 16	June 18
Do.	.10	Oct. 15	Sep. 17
Coast. Brew.	.06	Feb. 1	Jan. 15
Celtic Knit.	‡.50	Mar. 15	Feb. 28
Cochrane-Dunlop A	.20	Feb. 15	Jan. 31
Do. pfd.	.30	Feb. 15	Jan. 31
B. J. Coghlin	.20	Jan. 31	Jan. 15
Collingwood T.	.25+‡.25	Jan. 31	Jan. 10
Do. pfd.	.25+‡.25	Jan. 31	Jan. 10
Cockshutt Plow	.40	Mar. 1	Feb. 1
Do.	.40	June 1	May 1
Do.	.40	Sep. 1	Aug. 1
Commoil Ltd.	.05	Feb. 26	Feb. 9
Conduits Nat.	.60	Feb. 9	Feb. 3
Cons. Press A	.16¼	Feb. 1	Jan. 15
Consumers Glass	.37½	Feb. 28	Jan. 29
Cosmos Imp.	.25	Feb. 15	Jan. 31
Craig Bit.	.25	Feb. 1	Jan. 18
Crown Cork	.50	Feb. 15	Jan. 15
Disher Steel A	.37½	Feb. 1	Jan. 2
Dome M.	.22½	Jan. 30	Dec. 30
Dom. & Anglo	1.25	Mar. 1	Feb. 15
Dom. Bank	.25	Feb. 1	Dec. 30
Dom. Bridge	.40+‡1.50	Feb. 23	Jan. 31
Dom. Fabrics	.20+‡.20	Feb. 1	Jan. 15
Do. 2nd pfd.	.37½	Feb. 1	Jan. 15
Dom. Oilcloth	.40+‡.50	Jan. 31	Jan. 18
Dom. Malting	.25	Feb. 1	Jan. 19
Do. pfd.	1.25	Feb. 1	Jan. 19
Dom. Stores	.12½	Mar. 15	Feb. 15
Dom. Tar	.25	Feb. 1	Jan. 2
Dom. Woollens	.12½	Feb. 1	Jan. 15
Dryden Paper	.40	Feb. 1	Dec. 30
Dupuis Freres pfd.	.30	Feb. 15	Jan. 31
Eastern Bak. pf.	1.00	Jan. 15	Dec. 30
Eastern Twps.	.25	Jan. 15	Dec. 30
Eastern Util. pfd.	.27½	Feb. 1	Jan. 15
Enamel & Heating	.35	Jan. 31	Dec. 30
Esmond Mills pfd.	.25	Feb. 1	Jan. 10
Federal Grain n. pf.	*.13	Feb. 1	Jan. 17
A. J. Freiman	.12½	Feb. 1	Jan. 23
Do. pfd.	1.12½	Feb. 1	Jan. 23
Gen. Steel Wares	.25	Feb. 15	Jan. 17
Do. pfd.	1.25	Feb. 1	Jan. 5
Goodyear Tire pfd.	.50	Jan. 31	Jan. 10
Grafton & Co. B	.25	Feb. 1	Jan. 18
Gt. West Coal	.75	Feb. 15	Jan. 31
Gypsum, Lime	.40	Mar. 1	Feb. 1
Do.	.40	June 1	May 1
Do.	.40	Sep. 1	Aug. 1
Do.	.40	Dec. 1	Nov. 1
Hamilton Cot.	.30	Mar. 1	Feb. 5
Do. pfd.	1.25	Feb. 15	Feb. 5
Holden Mfg. A	.15	Feb. 1	Jan. 22
How. Smith	.50	Jan. 30	Dec. 30
Howe Sound	†.75	Mar. 10	Feb. 28
Do. pfd.	†.56¼	Mar. 10	Feb. 28
Hudson's Bay	4%+2½%	Jan. 29	......
Hudson Bay M. & S.	1.00	Mar. 12	Feb. 9
Hydro-Elec. Secs. B	.25	Feb. 1	Dec. 29
Huron & Erie Mtge.	1.50	Apr. 2	Mar. 15
Do. 20% pd.	.30	Apr. 2	Mar. 15
Imp. Bank	.30	Feb. 1	Dec. 30
Imp. Tobacco 4% pf.	.25	Feb. 1	Dec. 19
Inter-City Bak.	.10	Jan. 31	Jan. 17
Int. Nickel pfd.	†1.75	Feb. 1	Jan. 2
Int. Utilities	†.30	Mar. 1	Feb. 8
Invest. Found.	.40+‡.20	Apr. 16	Mar. 15
Do. pfd.	.75	Apr. 16	Mar. 15
Investors Mut.	.06½	Feb. 15	Jan. 31
Island Tel. pfd.	*0.1875	Mar. 15	Feb. 28
Island Tug & Barge pf.	.25+‡.25	Mar. 1	......
Kelvinator	.25	Mar. 20	Mar. 5
Lamaque G.	.08	Feb. 1	Dec. 13
Laura Secord	.20	Mar. 1	Feb. 1
Laurentide Accept. A	.12½	Jan. 31	Jan. 15
Do. B	.05	Jan. 31	Jan. 15
Lewis Bros.	.15	Jan. 31	Dec. 30
Loblaw Groc. A & B	.25	Mar. 1	Feb. 6
Loblaw Inc.	†.25	Mar. 1	Feb. 2
M. R. A. Holdings	.31¼	Feb. 1	Jan. 15
Mailman Corp. pfd.	1.25	Jan. 31	Jan. 12
Massey-Harris	.50	Mar. 15	Feb. 17
McArthur Chem. pf.	.25	Feb. 1	Jan. 22
McCabe Grain A	.15	Feb. 1	Jan. 15
Do. B	.10+‡.05	Feb. 1	Jan. 15
McIntyre M.	.50½	Mar. 1	Feb. 1
Mersey Pap.	‡$tk. div.	......	Jan. 15
J. S. Mitchell	1.25	Apr. 2	Mar. 15
Mt. Royal Rice	.15+‡.20	Jan. 31	Jan. 15
Nat. Grocers	.15	Apr. 2	Mar. 15
Do. pfd.	.37½	Apr. 2	Mar. 15
Nat. Hosiery A	.15	Apr. 1	Mar. 2
Do. A	.15	July 1	June 1
Do. A	.15	Oct. 1	Sep. 1
Do. A	.15	Jan. 1/52	Dec. 2
Nat. Sew. Pipe A	.60+‡.60	Mar. 15	Feb. 20
Wm. Neilson pfd.	1.25	Mar. 1	Feb. 7
Neon Products	.40	Jan. 23	Jan. 15
New Calumet M.	.05+‡.05	Feb. 19	Feb. 9
Northwest. Util. pf.	1.00	Feb. 1	Jan. 15
O'Brien Gold	.05	Mar. 7	Feb. 2
Ogilvie Flour	.25	Apr. 2	Feb. 22
Do. pfd.	1.75	Mar. 1	Jan. 29
Ont. Steel	1.00	Feb. 15	Jan. 15
Do.	1.75	Feb. 15	Jan. 15
Penmans	.75	Feb. 15	Jan. 15
Do. pfd.	1.50	Feb. 1	Jan. 2
Pressed Metals	†.25	Mar. 1	Feb. 19
Price Bros.	.75	Feb. 1	Jan. 15
Prov. Trans.	.20+‡.30	Feb. 15	Feb. 1
Purity Flour pfd.	.87½	Feb. 1	Jan. 15
Que. Power	.25	Feb. 23	Jan. 17
Quinte Milk A	.15+‡.10	Feb. 1	Jan. 24
Do. B	.10	Feb. 1	Jan. 24
Reitman's Ltd.	*.25	Feb. 1	Jan. 15
Do. pfd.	.25	Feb. 1	Jan. 15

Commodities

	Latest week	Previous week	Same week last yr
Cattle	$29.25	$28.45	$21.15
Hogs	31.10	31.10	25.10
Copper, lb	.24½	.24½	.18½
Sugar, raw, lb.	.0550	.0582	.0525
Coffee, lb.	.55½	.55¼	.49
Hides	.42	.37½	.25
Weekly Indices			
U. S. Labor	178.7	178.1	150.9
Dow Jones	208.93	208.51	133.90
Fisher's	185.4	185.2	160.1
Monthly Indices			
Retail (Dec.)†	171.1	170.7	161.5
W'sale (Nov.)	174.0	172.6	157.1
U. S. (Sept.)	169.5	166.4	153.7
Gt. Brit. (Sept.)	271.6	263.6	236.1

Note: The base of indices is that 1926 equals 100. †Base 1935-39 equals 100. The British index is Board of Trade converted to 1930 base.

Base price of quotations is as follows: Cattle — Steers, good, up to 1,000 lb., top price, Toronto. Copper-electrolytic, New York. Coffee No. 4 Santos. Spot Raw Sugar 96 degrees centrifugal c.i.f. New York.

Municipal Bonds

Jan. 23, 1950

	Coup. %	Matur.	Bid $	Ask $	Yld. %
Victoria	3¾	'68	98½	100½	3.71
Vancouver	3¾	'69	99	101	3.67
Calgary	3½	'69	98½	100½	3.46
Edmonton	3½	'69	98½	100	3.50
Regina	3	'64	93½	95½	3.40
Moose Jaw	3-3½	'60	94	97	3.80
Winnipeg	3	'69	95½	97½	3.16
Ottawa	3¼	'68	103	105	2.87
Toronto	3	'68	99	101	2.93
Hamilton	3	'67	98½	100½	2.96
Windsor	2¼	'75	72	75	4.12
Windsor	2¾	'75	76	79	4.10
Windsor	3½	'75	88	91	4.07
Montreal	3	'70	94	96½	3.27
Quebec	3¼	'64	100	102	3.31
Halifax	[illegible]	[illegible]	[illegible]	[illegible]	3.20
Saint John	[illegible]	[illegible]	[illegible]	[illegible]	3.42

Investment Trusts

	Bid	Ask.
Affiliated Funds	4.82	5.21
Can. Invest Fund	6.05	6.65
Corporate Invest	5.54	5.99
Commonwealth Int.	4.90	5.38
Investors Mutual	6.05	6.54
Leverage Fund	3.67	4.03
Mut. A. Funds	12.23	13.13
Resources of Can.	5.58	6.13
Timed Invest.	4.45	4.89
Trans-Canada	18.20	....
Do. B	18.75	20.25
Do. C	3.75	4.05

Bond Tenders

5 p.m., Jan. 29, 1951, City of Kitchener, Ont.—2¾% and 3% debentures, $1,471,600, due Dec. 1, 1951-55-60.

5 p.m., Jan. 31, 1951, Town of Parrsboro, N.S.—3% and 3¼%, 1-10 year debentures, $10,000, dated Feb. 1, 1951.

Bond Redemptions

Bond Issues:	Rate	Year	Call	Price
▪B. C. Telephone 15-yr. notes	4%	1962	Jan. 17	101.50

▪$126,000.

Dividends Declared (Con.)

Remington Rand	5% stk.	Jan. 31	Dec. 11
Riverside Silk B	1.00	Jan. 31	Dec. 29
Robinson Cotton	.10	Feb. 1	Jan. 3
Royal Bank	.25	Mar. 1	Jan. 31
Royal Trust	.85+▲.90	Feb. 1	Jan. 20
Saguenay Pwr. pfd.	1.06	Apr. 1	Mar. 12
St. Law. Flour	.25	Feb. 1	Dec. 30
Do.	1.75	Feb. 1	Dec. 30
Scarfe & Co. A	.20	Feb. 1	Jan. 15
Do. B	.10	Feb. 1	Jan. 15
Shaw. W. & P. com.	.30	Feb. 23	Jan. 17
Shea's Wpg. Brew. A	.27½	Feb. 15	Jan. 31
Do. B	.75+‡.25	Feb. 15	Jan. 31
Sherwin-Wms.	.25+‡.25	Feb. 1	Jan. 10
Shirriff's Ltd. pf.	.25	Feb. 1	Jan. 16
Do. cl. A	.06	Feb. 1	Jan. 16
Sigma M.	.25	Jan. 27	Dec. 28
Silver Miller	.03	Jan. 31	Jan. 12
Silverwood Dair. A	.15	Apr. 2	Feb. 28
Do. B	.10	Apr. 2	Feb. 28
Silverwood, W.D. pf.	1.25	Apr. 2	Feb. 28
N. Slater	.45	Feb. 1	Jan. 10
So. Can. Pwr.	.40	Feb. 15	Jan. 19
Stand. Chem.	.12½	Mar. 1	Jan. 31
Do. pfd.	1.25	Mar. 1	Jan. 31
Stand. Fuel pfd.	.56¼	Feb. 1	Jan. 15
Stanley Brock A	.15	Feb. 1	Jan. 10
Do. B	.10	Feb. 1	Jan. 10
Steel Co. ord.	.20+▲.30	Feb. 1	Jan. 8
Do. pfd.	.20+▲.30	Feb. 1	Jan. 8
D. A. Stuart pf.	.20	Mar. 1	Feb. 15
Sun Life	$10.00	Feb. 15	Jan. 30
Teck-Hughes	.05	Feb. 1	Dec. 13
Thrift Stores 10% st. div.		Jan. 31	Jan. 15
Twin City	†.40	Feb. 26	Feb. 10
Union Gas	.20	Feb. 1	Jan. 5
United Corp. A	.38	Feb. 15	Jan. 15
Do. B	.35+‡.70	Feb. 28	Jan. 31
Vancouver Pac. Pap. A	.12½	Feb. 1	Jan. 15
Ventures Ltd.	.15	Feb. 8	Jan. 25
Waterous Ltd. A	.20	Feb. 15	Jan. 31
Wesley Mason pfd.	1.37½	Feb. 1	Jan. 15
West. Can. Brew.	.25	Mar. 1	Jan. 31
West. Grocers com.	1.00	Feb. 15	Dec. 29
Wood, A. & J.	1.75+▪1.75	Feb. 1	Jan. 15
Young-Davidson	.03	Feb. 15	Jan. 13
Zeller's Ltd.	.12½+‡.10	Feb. 1	Jan. 2
Do. 6% pfd.	.37½	Feb. 1	Jan. 2
Do. 5% pfd.	.31¼	Feb. 1	Jan. 2

†American funds. *Initial. ‡Extra. ▪On arrears. ▲Extra distribution. $1 pfd. sh. for each 20 com. shs. held.

New Highs & Lows

During the week ended Jan. 20, 110 new highs were recorded among the general stocks on Canadian stock exchanges and 11 new lows. In the mining group there were 38 new highs and four new lows. In the western oil group there were four new highs and no new lows.

GENERAL

New Highs—1950-51

Abitibi, Argus, Acadia-Atlantic A, Asbestos, Atlas Steels, Auto Fabric B, Bathurst Pwr. A, Do. B, Blue Ribbon pfd., Brantford Roof. B, Brazilian Traction, B. C. For. Products, B. C. Packers A, Do. B, Brown & Co., Do. pfd., Burnett Ltd., Burns & Co. A, Can. Bread, Do. B pfd., Can. Packers A, Can. Perman. Mtge., Can. Steamships, Do. pfd., Can. Wire & Cable A, Cdn. Canners, Cdn. Dredge, Cdn. Gen. Invest., Cdn. Industries, Cdn. Oil, Cdn. Pacific, Cdn. Pr. & Pa. Inv., Do. pfd., Cdn. Vickers, Cdn. West. Lumber, Cdn. Westinghouse, Circle Bar Knit. A, Cockshutt Plow, Comm. Alcohol pfd, Conduits Natl., Cons. Mng. & S., Cons. Paper, Cons. Textiles, Cosmos Imperial, Cres. Cream pf., De Havilland A, Disher Steel, Dom. Engineering, Dom. Glass, Dom. Scot. Inv., Dom. Steel & Coal B, Dom. Stores, Dom. Textile, Dom. Woolens, Donnell & Mudge, Dryden Paper, Economic Invest., Eddy Paper, Estabrooks pfd., Fed. Grain $1.40 pf, Fraser Cos., Greening Wire, Gypsum, Lime, Hamilton Bridge, Hamilton Cotton, Hinde & Dauch, How. Smith Paper, Huron & Erie Mtge. 20% pfd., Hydro-Elec. Secs., Imperial Oil, Intercity Baking, Intl. Metal Inc., Invest. Foundation, Maclaren Power, MacMillan Ex. A, Do. B, Maple L. Milling, Massey-Harris, Mexican Light, Midland Pac. Grain, Minn. & Ont. Paper, Monarch Knitting, Moore Corp., Mt. Royal Metals, Niagara Wire & W., Ont. Steel, Page-Hersey, Paul Serv. Stores, People's Credit Sec., Powell River, Power Corp., Price Bros., P. L. Robertson, St. Law. Corp., Do. 1st pfd., Shaw. Power, Silknit, Simpson A, Do. B, Stand. Chem. pfd., Steel of Can. pfd., Tor. Gen. Trust, Un. Amuse. V.T., Un. Corp. B, Western Grocers, Do. pfd., Westminster Pa. A, Do. B, G. H. Wood, York Knitting B

New Lows—1950-51

Anglo-Can. Tele. pf, Brant. Roofing A, B. C. Pulp & Pa. pf., Chatco Steel, Great West Felt, Humberstone Shoe, Intl. Nickel $5 pfd., Melchers pfd., Ont. Beauty Sup. pf, Saguenay pfd., Wesley Mason M.

MINING

New Highs—1950-51

Akaitcho B warr., American Stand., Anglo-Huronian, Ankeno, Broulan, Callinan Flin Flon, Coast Copper, East Sullivan, Frobisher, Harricana, Head of the Lakes Iron, Hollinger, Hudson Bay M., Labrador, Little Long Lac, Macfie Red Lake, Matarrow, New Calumet, New Mosher, Nipissing, Nisto, Nor-Acme, Noranda, Pershcourt, Porc. Reef, Quebec Gold, Quemont, Sheep Creek, Silanco, Steep Rock, Sullivan Cons., Surf Inlet, Trans-Resources, Utica, Ventures, Violamac, West. Uran., Yale Lead

New Lows—1950-1951

Delhi, Ranwick, Ryan Lake, Sheep Creek

OILS

New Highs—1950-51

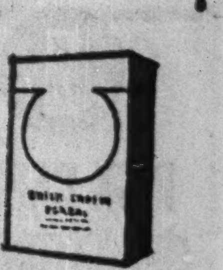
Calgary & Edmon., Cons. Cordasun, Okalta, Pacific Pete.

Company Meetings

Date	Company	Place
Jan. 26	Acadia-Atlantic A	Montreal
Jan. 26	Can. Perm. Mtge.	Toronto
Jan. 26	Crown Life	Toronto
Jan. 26	John Labatt	London, Ont.
Jan. 26	Western Life Ass.	Hamilton
Jan. 27	Lake Rowan '45 M.	Toronto
Jan. 30	Mid. & Pac. Gr.	Calgary
Feb. 1	Mutual Life Ass., Waterloo, Ont.	
Feb. 5	Catelli Food Prod.	Montreal
Feb. 5	Federal Fire	Toronto
Feb. 5	Wellington Fire	Toronto
Feb. 6	Lake Erie & Nor. Rly.	Montreal
Feb. 12	Mtl. City & Dist. Svgs. Bk.	Montreal
Feb. 13	Sun Life	Montreal
Feb. 14	Economic Inv. Tr.	Toronto
Feb. 21	Br. N'western Fire Ins.	Toronto
Feb. 21	Security Nat. Ins. Co.	Toronto
Feb. 22	Bell Telephone	Montreal
Feb. 23	Acadia-Atlantic pfd.	Montreal
Feb. 23	Dom. Bridge	Montreal
Mar. 14	Shawinigan W. & P.	Montreal

CROWSHORE PATRICIA reports 14 samples shipped from the base metal property on which a working option is held returned lead-zinc-silver assays with gross values ranging from nil to $173.02 a ton with five of the assays in excess of $100 a ton. G. F. Ennis, engineer, has recommended an immediate diamond drilling campaign to test indicated values at depth. Tenders have been called for drilling. Firm commitments in November and December added $20,000 to treasury. Recent developments at Pickle Crow have led officials to consider resumption of work on its gold claims.

BATA PETROLEUMS in a financial statement dated Aug. 31, 1950, shows current assets of $44,258 as against current liabilities of $106,292 including $39,267 loans payable to officers and shareholders. Deficit on operations and administration to date is shown at $77,705.



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Nearly Dozen New Base Metal Producers Expected in British Columbia Shortly

A major expansion in base metal mining is being quickly accomplished in British Columbia under the spur of unparalleled prices for non-ferrous metals.

Indications are that about a dozen new producers can be expected in the next year to 18 months. Over-all expansion of output should be most appreciable.

Already a number of new producers — Reeves MacDonald, Silver Standard, ViolaMac, etc.— have demonstrated that impressive profits can be realized by new producers from properties which in an earlier day may have looked rather marginal.

Industry Gets New Look

Actually, a "new look" has been given the Pacific Coast base metal industry by the changed character of the metal price structure. Years ago, presence of zinc associated with lead was a liability rather than an asset as zinc wouldn't pay its keep, wasn't worth shipping to smelter.

Today zinc is worth a little more than lead and lead properties which were closed decades ago because the ore didn't have enough lead metal to make production worth while can look rather attractive both from the standpoint of a lead price three times that prior to World War II and a sizeable zinc content.

British Columbia has many old base metal workings which appear slated for the profit bracket if today's prices hold.

Market interest in B. C. base metals has been on the upgrade and no difficulty has been experienced in raising money for this type of project.

Mills Up To 500 Tons

New producers will have mill capacities all the way from quite small units up to 500 tons daily. The Bluebell property of Consolidated Smelters in the Kootenay district will have a 500-ton unit which is expected to turn over before the end of the year. This mine and a growing flow of zinc concentrates from other properties, has prompted Smelters to increase zinc treatment facilities by 15%.

Across the lake from Bluebell, Yale Lead & Zinc Mines expects to be handling 250 tons of lead-zinc-silver ore daily by April with an estimated operating profit of well in excess of $10 a ton, based on present metal prices. A sink-and-float unit runs ahead of the concentrator at this property which embraces a whole string of former lead producing mines which didn't bother with zinc in old days.

Estella Mines, another Kootenay operation, plans production next June after a 20-year closure. A series of drill holes put out from the present development level is stated to have indicated good grade lead-zinc ore as reported in The Financial Post last week. A 200-225 ton mill is planned.

In the same district, Hamil Silver-Lead Mines is reported negotiating for a mill of 150 tons capacity. Last year reserves were reported at 80,800 tons based on old records.

Silver Giant Readies

Before the end of this month, Hedley Mascot Gold Mines expects to have its Silver Giant property in production with a mill which is expected to be good for 200 tons daily. After production is reached the property will be held by Giant Mascot Mines in which Hedley Mascot will have a 55% interest, Silver Giant Mines a 45% interest. Operating agreement calls for at least $1 per ton milled to be spent on development. This is expected to result in larger possibilities being probed. There are stated to be three years' ore proven for the present mill installation.

Base Metals Mining Corp., long-time producer at Field, B.C., plans to place two mines in production shortly. A 100-ton mill is making good progress on the company's Cork Province mine where there are stated to be 50,720 tons of ore developed above the 6th level averaging 4.0 oz. silver, 5.4% lead and 8.3% zinc. It is hoped to start up the 150-ton mill at the B. M. Vancouver Island Base Metals' operation by the end of March, with development reported putting new ore in sight.

Van Roi Gets Mill

Van Roi Consolidated has ordered all the equipment for a 100-ton mill which will treat ore from the Van Roi, Hewitt and Galena Farm properties located in an east-west belt about two miles south of Silverton in the Slocan area.

Proved and probable reserves at the Van Roi were estimated last November at 66,000 tons of about a $26 grade with a further 100,000 tons of possible ore. Development since then has added to the ore picture. Production is expected to start next June. Transcontinental Resources has been sponsoring the operation.

Cronin Babine, which recently raised $162,500 to place its Cronin and Debenture mines, near Smithers, in production has acquired the Central Zeballos mill. From 60 to 75 tons is expected to be treated daily. Shipments of ore are expected to start this month in advance of mill construction.

Indian Mines now is waiting only on the readying of its tram line to the Silbak-Premier property to commence production. Heavy snowfalls have delayed the line but the 80% completed unit will be finished as soon as weather permits.

Kenville Gold Mines is proceeding with its Emerald Glacier property. Shipments of high grade ore to Trail were scheduled to commence mid-January.

Golden Manitou will likely put a 100-ton concentrator on its B. C. Mastodon property which has shown a high zinc content. Another candidate for early milling plans is Guichon Mines which has embarked on an aggressive development program. Others could be mentioned in the same category.

WINFIELD S. PIPES

has been appointed general manager, British Columbia Telephone Co.

Goldfields Uran'm Cuts Ore Sections

Commercial grade values in uranium have been obtained by Goldfields Uranium Mines in two drill holes, with further drilling regarded as warranted to test the unexplored portion of the showing.

Of 14 radioactive occurrences located on the 25-sq. mile Sucker Bay concession of the company, one possessed sufficient structural strength to suggest commercial possibilities and work was concentrated on this showing. The occurrence consists of two radioactive features 25 ft. to 35 ft. apart, each traced for a length of 300 ft. Surface samples of 0.80% across 1.5 ft. and 0.36% across 1.0 ft. were obtained.

Nine diamond-drill holes, totaling 587 ft. were completed before freeze-up, covering a length of 150 ft. All holes but one showed radioactivity but because of freeze up, sampling was not completed. The two northwesterly holes, No. 2 and No. 8, gave commercial intersections. No. 2 hole returned 0.25% ($34.20) over 2.0 ft., 0.21% ($25.20) over 2.0 ft. and 0.62% ($74.40) over 2.0 ft. No. 8 hole also returned 0.40% ($48) over 2.0 ft. Other zones were not sampled.

Before the field crew left the area, approximately 10% of the concession was staked in three blocks. No. 1 group of 14 claims contains the radioactive showing above and a gold vein; No. 2 group of nine claims contains a gold showing and No. 3 group of nine claims contains a nickel-bearing zone.

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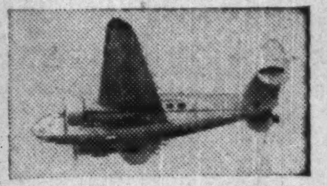

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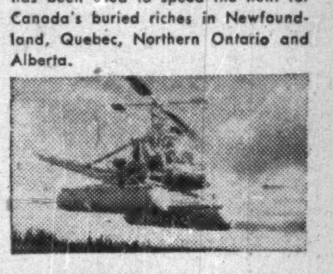

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Japan, Short of Iron, Coal Looking to B. C. Sources

From Our Own Correspondent

VANCOUVER — B. C. has received firm offers from Japan for purchase of iron ore and is embarking on a concerted policy of diamond drilling promising properties.

Canadian Collieries (Dunsmuir) has received firm bids from some of the largest Japanese iron and steel interests for both iron ore and coal, cut off since the Reds put trade clamps on Manchuria and China recently.

B. C. has known reserves of iron ore, and for years has been talking about them, but operators say they never have been defined by any comprehensive diamond drilling program.

Now Canadian Collieries, which has what may be large holdings on Vancouver Island around Iron River, is working with several other operators to diamond drill property there, on Texada Island, and at Zeballos on the west coast of Vancouver Island.

Quatsino Copper Mines, in an independent effort, is also drilling and so far its engineer Henry L. Hill reports that about 100,000 tons of good grade magnetite have been located.

If sufficient reserves are defined of proper quality, a concentrator is planned, probably by Canadian Collieries. This would mean a much higher grade of ore would be shipped, which now is necessary to meet the "fantastic" rise in ocean shipping rates of recent months.

Cuban Nickel Mine of U.S. To Produce Within a Year

Arrangements have now been completed by the United States Government to place its Nicaro nickel operation in Cuba in production again, with facilities expected to be turning out nickel oxide within 10 to 12 months.

About $5 millions will be spent under the direction of Mining Equipment Corp. of New York which will operate the plant and act as engineering consultants for the rehabilitation project. The plant is reported to have a rated capacity of 30 million lb. of nickel oxide per annum.

All the output will be taken by the Government for stockpiling and other purposes.

A pilot plant research project is proposed with facilities to be developed for using a new process to produce substantial quantities of another scarce strategic metal, cobalt, as a by-product. This process also is expected to increase the nickel recovery rate.

According to U. S. advices, the Nicaro plant is expected to produce nickel oxide at approximately 40c a lb. of contained nickel.

Nicaro was built by the Reconstruction Finance Corp. during World War II at a cost of approximately $32 millions. It has been idle since 1947.

Kroy Oils Net Shows Growth

An annual income based on 35 wells in the Joseph Lake area of $325,000 per annum after all expenses is estimated for Kroy Oils, based on the present price for crude and current allowables, President F. G. Fulton reports.

An underwriting agreement with Nesbitt Thomson & Co., arranged eight months ago when the company had an interest in only five producing wells, has provided all funds required. Sufficient finances are stated to be available to meet Kroy's share of at least a dozen further wells without taking into consideration company's share of existing income.

Bank credit is stated to be available for any further funds that might be required for expansion.

Gets 25% of Profits

Kroy and its partners are now developing 11,270 acres of land in the Joseph Lake area. Under terms of development agreements, Kroy pays 25% of all costs and receives 25% of all net revenue from the Joseph Lake project until all drilling and production costs are returned to the company. Therafter, Kroy receives 17½%.

A 10% interest is also held in production of two wells located on a quarter section in the southeast Leduc field in the Leduc-Calmar sector. A third well is being drilled with a fourth to follow.

Two wells are standing in the Lisburn area, 55 miles northwest of Edmonton, where the company has a 10% interest in 4,800-acre farmout from Texaco.

A 12½% interest in any production is also held on some 6,268 acres in the Fallis area, west of Edmonton. This acreage continues to be held, although an unsuccessful test was drilled about 20 months ago.

Extend New Ore At New Calumet

Diamond drilling from the 1,350 level at New Calumet Mines has now indicated an ore length of over 400 ft. and a width or thickness of 14 ft. averaging 9.2% zinc, 1.5% lead, 0.014 oz. gold and 3.58 oz. silver, President M. A. Thomson informed shareholders at the company's annual meeting.

Both ends of this ore zone are still open, although some narrowing-down occurs towards the northwest.

Allowing 90 to 100 ft. down the dip of the ore from the new intersections, the ore reserves as at Dec. 31, 1950, can be reported as being 947,611 tons averaging 8.0% zinc, 2.2% lead, 0.03 oz. gold and 4.30 oz. silver.

A total of 197,000 tons of new ore was found or put in sight at the end of the fiscal year, Sept. 30, 1950. This tonnage is given as a tentative estimate, the new zone showing great possibilities with further drilling expected to outline a greater quantity, Mr. Thomson indicated.

Operating profit for the last quarter of 1950 amounted to $611,782 (before depreciation and taxes) or $420,252 net. Employees were given a substantial increase in wages at the beginning of the period.

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MacLeod-Cockshutt Ore Strong to West Last Hole on 10th Shows 71-ft. Ore Width

By GORDON M. GRANT

Impressive ore news to the west continues to be made by the big "F" ore zone of MacLeod-Cockshutt Gold Mines. While there has been a narrowing of the companion porphyry formation which has now divided into three narrow bands at the 10th level, certainly so far this has not been attended by any diminution of ore results; rather the contrary.

At the 10th level the most westerly drill hole put out from the drive has returned a 71-ft. width averaging 0.199 oz. gold which is something over $7 at the current Canadian price for gold. This was about 40 ft. west of a hole which returned 0.199 oz. over 37.8 ft. demonstrating a large bulge to the ore going west.

To the south of the wide intersection in the latest hole was a 10-ft. section which ran 0.42 oz. and which may link in with an intersection further east to the south of the drive which went 0.158 oz. over 20 ft.

Rich Spot Possible

Some values of interest have been encountered in the drive to the west which has been run south of the main ore zone and slashing recently has been returning some interesting gold showings which might indicate another small "jackpot" situation.

Both the 11th and 9th level show splendid values going west although officials aren't counting too strongly on further major extensions of ore to the west because of the narrowing of the porphyry. (The porphyry narrowed once or twice previously further east but failed to pinch out as anticipated.)

At the 11th level, the last drill section going west shows a 40-ft. width running 0.41 oz. plus a lower-grade section to the north and 0.28 oz. over 9 ft. still further north (away from the main ore zone). One drill hole, of course, doesn't mean too much but the 0.41 oz. value suggests a possible real grade betterment going west on a level which to date has been somewhat on the lower-grade side. About eight ore shoots have been opened on this level, of which the longest is around 500 ft. However, it is thought that likely the whole zone length at this level will prove rich enough to mine.

At the 9th level, in the most westerly section, a hole to the north gave 0.25 oz. over 25 ft. while a south hole gave a section below ore grade. The west heading at this level is about 200 ft. behind the heading at the 10th level which is out approximately the same distance as the one on the 11th.

The crosscut at the 8th level has broken into the ore zone and 480 tons sent to the mill has averaged about $3 a ton. Entry was made at the east end of the shoot, usually its lowest-grade part.

While a regional rake of about 30 deg. west is "normal" in the Little Long Lac area, there is little or no indication, as yet, of a westerly rake to the big "F" ore zone. The zone is still open for about 800 ft. to the west up to the line with New Mosher. That company apparently did its latest drilling somewhat to the south of where the "F" zone would presumably strike into its property.

The MacLeod-Cockshutt "F" ore body now rates from the standpoint of tonnage per vertical foot as about the largest gold ore body in Canada, observers point out. At the 10th level, length is about 2,075 ft. and a tabulation of the most easterly 2,035 ft. of this gives an average cut grade of 0.166 oz. gold across an average width of 48.8 ft.

On the 9th level, about 2,440 ft. of ore is now showing with an average of 0.13 oz. across 62.7 ft. Rich sections, cut in sampling, and the big ore width help make this an impressive level.

While the 11th level rates as a lower-grade horizon, the last 218 ft. to the west averages 0.124 oz. over 57.5 ft.

In computing drill hole values, all high assays have been cut to a half ounce and results could easily run much better than computed averages. It is interesting to note that the total of 143,667 tons of ore milled from "F" zone to the end of 1950 had returned average mill heads of 0.207 oz. gold. This included not only stope ore but material from drifting, raises, stope preparation, etc.

Milling rate has been held close to 1,000 tons daily all through January. It is expected that the new ball mill will be set up and operating about the end of the current month and that milling rate will then be gradually advanced to 1,200 tons daily. When new flotation equipment becomes operative, indications are that as much as 1,400 tons a day may be milled.

After about 9,000 to 10,000 tons of broken ore remaining in the older section of the workings is treated, plans call for a complete shift of mining operations to the big "F" zone which promises both low mining costs and mill feed for an extended period. Development expenses may continue somewhat on the high side for another year, with the big job of preparation for mining of this big occurrence, but the management anticipates really satisfactory results will be attained despite conditions rather unfavorable to gold mining in general.

Rich Gold Strike At East Sullivan

President Pierre Beauchemin of East Sullivan Gold Mines confirms that a rich gold intersection has been obtained in a drill hole put out from the 1,050-ft. level east drive to new gold area partially explored by surface drilling last year.

The intersection was made in an initial hole put out to search for extension of values found in earlier drilling and the hole, still drilling, has given far superior results to any surface hole.

It is understood that the gold values can be averaged out to give a grade in the neighborhood of $10 over 120 ft. of core but the management is not releasing assay details until the significance of the hole can be appraised.

The hole was drilled north from the crosscut at 45 deg. hitting the ore zone about 100 ft. above the crosscut. It is thought to be possible that the hole might be running with strike. Assays are expected to be released when a couple or more holes are completed so that attitude and width of the core can be assessed.

U. S. Steps Up On Magnesium

A sharp increase in magnesium production is being arranged in the United States, with two additional magnesium plants held by the government to be reactivated.

On Dec. 29, Jess Larson, Administrator of General Services, announced that government-owned magnesium plants at Painesville, Ohio, Canaan, Conn. and Wingdale, N.Y., would be reopened.

Two other plants — Velasco, Texas, and Manteca, California— are now being placed on the active list and will be operated by Dow Chemical Co. and Kaiser Magnesium Co.

Production of the five combined plants is expected to amount to 312 million lb. of magnesium during a 2-year period. It is expected that most, if not all, of the output will be taken by the United States Government which is spending millions of dollars to accomplish re-opening of the plants mentioned.

Cut More Ore At Pershcourt

Further drilling at the Barraute property of Pershcourt Goldfields shows a definite broadening of the ore structure over that reported a week ago plus a further extension of the structure 200 ft. to the west, The Financial Post is informed.

No. 4 hole, which for 45 ft. of core ran 3.13% zinc and 1.44 oz. silver including 10 ft. of 7.15% zinc and 3.54 oz. silver, on further drilling gave 20 ft. of additional ore width.

No. 7 hole, 600 ft. to the west, and 200 ft. west of No. 3 hole, shows 54 ft. of core (45 ft. true width) averaging 3.3% zinc and 2.5 oz. silver.

No. 9 hole, 200 ft. west of No. 7, is drilling at 475 ft. No. 10 is setting up 200 ft. west of No. 9.

No. 8 hole, with the rig stepped back to undercut the ore shown in No. 4, is down 625 ft. with the zone expected at 700 ft.

No. 5 hole, midway between Nos. 4 and 3 holes, gave 50 ft. of core (45 ft. of true width) averaging 1.68% zinc and 0.71 oz. silver.

No. 6, the key vertical hole, further east, is now drilling at 600 ft. with the zone expected to be reached at 750 to 800 ft.

OIL PRODUCTION

Alberta's Oil Output Close to Record Level

From Our Own Correspondent

CALGARY — Production of crude oil in Alberta in the week ended Jan. 15, was close to a record level.

Average daily output for the week amounted to 102,368 bbls. compared with the record previous week's average of 103,446 bbl. daily. In the corresponding week last year, the average was 58,157 bbl. daily.

Wells capable of operating totaled 2,023 in the latest week up from 2,008 wells a week earlier. Redwater with nine new wells led the field. Lloydminster chalked up six new successes and five new producers were recorded at Leduc.

Redwater was the top producing field during the week with a daily average output of 55,979 bbl. compared with 55,374 bbl. the previous week.

* * *

Pay High at Golden Spike

A new record price—under certain conditions—for Canadian oil rights was set at the Jan. 18 auction of the Alberta Government when Canadian Gulf Oil Co. paid a cash bonus of $1,501,606 for 160 acres of Crown reserve at Golden Spike and agreed to a 15% bonus royalty on top of the normal Crown royalty.

As high as $1,853,333 was received for oil rights on a quarter section of the Redwater area but this was on Crown tracts which fetched high prices in that field when only the ordinary Crown royalty was payable.

The G.S. lease is half a mile south of the Imperial oil wells which show pay thicknesses of up to 600 ft., is "down flank" but may conceivably yield a close to phenomenal amount of oil over a period of years.

Altogether, the Alberta Government netted $2,004,828 in its latest auction of oil rights.

* * *

Lingnora at Redwater

Lingnora Gold Mines, the company which started in mining, but in recent years has been active in the western oil business, reports that its well in the south part of the Redwater field, Lingnora-Redwater No. 1, has now reached a depth of over 1,900 ft.

Altogether the company has a total of 320 acres (eight well sites) in this area and success could be very important to the company.

Devonian drilling strata is expected to be encountered at about 3,200 ft. depth.

Lingnora still retains its mining property in the Lingman Lake area and in addition retains a 50% net interest in the Hargal-Lingnora No. 1 well in the Lloydminster field.

* * *

Redwater Extended

Canadian Gulf Oil Co. has extended producing area of Redwater oilfield a quarter mile south of former borders with completion of Gulf-H. Roloff No. 16 well. Well, now being acidized, is an assured producer with about 45 ft. of D3 zone oil porosity above water line. Gulf is also preparing for Redwater southwest extension effort on a CPR lease three eighths of a mile southwest of current field's producing boundary and one mile due west of Gulf-Roloff success.

$56 For Gold at Hong Kong Reported Free Market Price

The price of free gold appears to be shooting upward again.

The current quotation in Hong Kong is stated to be about $56 an oz. The price in Paris is reported at $45 and even in Tangier the premium above the official rate is upward of 10%.

"A major factor undoubtedly is a renewal of hoarding resulting from the Korean reverses," Whaley-Eaton thinks. "This has occurred each time before when U. N. forces met with a major setback. An increasing amount of 'hunch' buying is also suspected. By this is meant buying by private traders who are convinced that because of rising commodity prices the value of gold, sooner or later, will be raised."

The report of the Rand refinery, for the year ended Sept. 30, show sales at 2.5 million oz. through other than official channels. On these, an average premium of $2 an oz. was netted. In 1950, Swiss bullion dealers bought $20 millions worth of newly-mined gold. They exported, to Italy alone, in that period, nearly $30 millions worth of "gold sticks," it is stated.

Steep Rock, T. R. Interest Traced to Story in Times

A sharp wave of buying in shares of Steep Rock Iron Mines which put shares up to $11 from 1950 low of $2.25 was attributed in financial circles, at least in part, to a story appearing in the New York press.

This story, while it states nothing which was not pretty well general knowledge in Canada, apparently captured interest of members of the investing public in the United States.

Accompanying the spectacular upturn in Steep Rock shares was a sharp further rise in the price of shares of Transcontinental Resources. As pointed out in The Financial Post last week, Transcontinental Resources owns over 350,000 Steep Rock shares. This holding is now worth close to $4 millions, well over four times what it was worth less than a year ago.

BAGAMAC MINES reports that by Jan. 19 agreement, E. E. B. Clarke of Toronto has underwritten 100,000 shares at 20 cents, payable one half cash and remainder in 30 days with an option granted on 300,000 shares at 20 to 25 cents a share. Upon issue of the first block of underwritten shares, issued capital will be 3,150,000 shares, leaving 1,850,000 shares in treasury.

BELLEKENO MINES has received payment for Jan. 15 underwriting installment, comprising 100,000 shares at 22½ cents a share. Issued capital is 2,025,005 shares, leaving 1,474,995 shares in treasury.

Nisto Drives In Good Ore

Most encouraging results continue to be obtained by Nisto Mines in opening its Black Lake uranium property underground, The Financial Post learns.

No. 2 zone, the latest zone to be entered, has been found high grade and good ore is persisting in the No. 1 zone.

Back sampling of the length of 33 ft. opened in No. 2 zone has returned an average of 0.68% uranium oxide ($81.60) across a true width of 2.4 ft.

No. 1 Zone Runs $36

No. 1 zone, now opened for 30 ft., averages 0.30% uranium oxide ($36) over an average width of 2.5 ft. from back sampling.

Overall average grade indicated by surface sampling was 0.24% ($28.80) so that results in both zones are well above those anticipated.

Plans call for driving on both zones in each direction in order to put further ore in sight as rapidly as possible. It is also planned to resume work shortly in the west adit in order to open up the No 6, 7 and 8 zones in the area a little to the west.

Silver Miller Expects Ore News Very Shortly

Silver Miller Mines is expected to be in high grade silver ore within about a week's time at the new 560-ft. level, President John Tovell informs The Financial Post in response to queries as to recent activity in this company's shares.

Three or four drill holes previously put down from an upper level indicated the downward extension of high grade ore to this approximate horizon.

The management feels production can be maintained at the present level which is resulting in approximate earnings of 42c a share per annum.

Baska Outlines Uranium Zones

A program of diamond drilling has been recommended for the Walberg property of Baska Uranium Mines by consultant Dr. G. C. McCartney following a report on surface work completed this season on the company's two properties in the Beaverlodge section of Northern Saskatchewan.

Acquired during 1950, the Walberg property adjoins the west boundary of the Eldorado Eagle Lake property and the north boundary of Nesbitt Uranium.

Of four radioactive zones four are stated to be of special interest. Zone No. 9, exposed for 180 ft. by six trenches, gave the following values from composite grab samples: $201.60, $2.40, $9.00, $1.80 $396.00 and $33 (at $6 for uranium). A channel sample in No. 4 trench ran $75 over 9 ft.

Individual commercial values are reported from the other zones on this property and from the Fish Lake section as well.

$500,000 More For Ascot M.

A further 250,000 treasury shares of Ascot Metals Corp. have now been taken up at $2 a share to place an additional $500,000 in the company's treasury.

Most recent diamond drill hole completed on the Suffield property of the company, located 1,600 ft. north of the shaft, has returned a 22-ft. section assaying 0.005 oz. gold, 1.95 oz. silver, 1.38% copper, 0.77% lead and 7.40% zinc.

Included was a 14-ft. section which returned 0.01 oz. gold, 3.01 oz. silver, 2.03% copper, 1.05% lead, 10.73% zinc.

The preceding hole, 1,500 ft. north of the shaft in the same area, returned a 15-ft. section averaging .01 oz. gold, 6.69 oz. silver, 1.98% copper, 1.68% lead and 8.56%.

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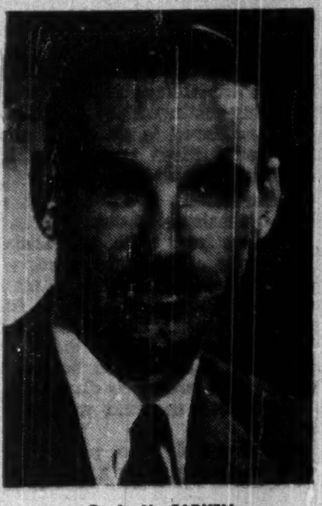

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K. F. Mackenzie, K.C., President of The Photographic Survey Corporation Limited and Kenting Aviation Limited, announces the transfer of Donald A. MacFadyen, D.S.O., D.F.C. and bar, from the management of Kenting Aviation Limited to Projects Administrator for The Photographic Survey Corporation, and the appointment of Captain G. A. Rotherham, D.S.O., O.B.E., to the position of manager of Kenting Aviation, which carries on flying operations for Photographic Survey. *

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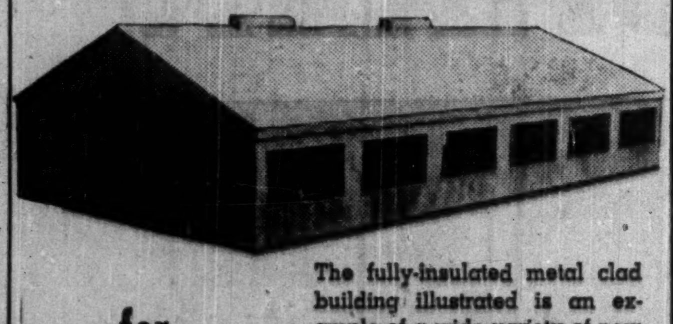

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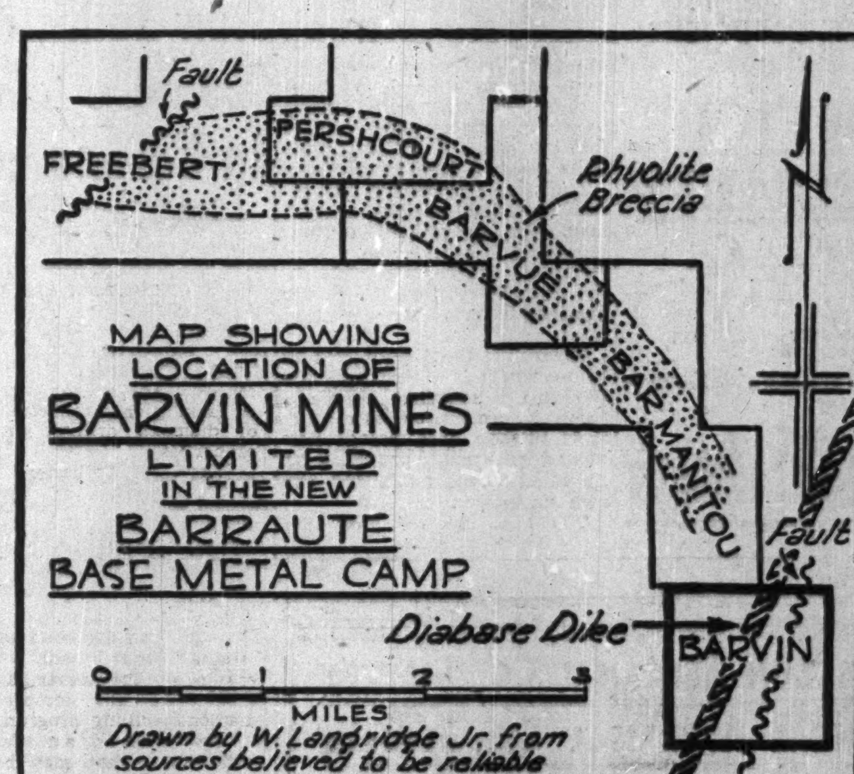

Barvin Gold Mines Limited has commenced exploration on its property in the new Barraute Township base metal camp. A geophysical survey of the property is proceeding under the direction of Koulomzine & Geoffroy, Val d'Or, P.Q. Diamond drilling will follow immediately.

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LONDON CALLING—*By Adelphi*

How Will British Industry Get Along With U. S. Arms Production Expediter?

*(*While Adelphi is on holiday this column is being written by another distinguished British commentator).*

LONDON — We will be glad to welcome Mr. William Rogers Herod from U. S. next month for we are always glad to welcome any distinguished American and Mr. Herod is an old friend who spent three years here in the thirties.

Nevertheless, there is just a little uneasiness about his visit. He comes here with an official title, long and cumbersome, — and sinister. It is "Co-ordinator and Expediter of the North Atlantic Defense Production Board."

Well, now, that's quite a mouthful. But what is he going to do? The worry is that he is going to tell us what we are to do.

We are only too pleased to have anyone give us good advice on running our industries but we are an obstinate people. We may listen politely and even nod agreement. Yet we are still inclined to think we know best.

* * *

Where Will Eisenhower Find His Troops?

We are, of course, getting used to American visitors. We have General Eisenhower who has been spinning round Europe like a tee-to-tum.

A few hours in every capital city of Western Europe and a hasty visit to Iceland and — hey presto — the thing is done. That was General Eisenhower reviewing his troops. The reason he gets through it all so quickly is that the troops are not so numerous as to engage a lot of his time. Having had a look around Europe no wonder he is going peering into the igloos of Iceland to see if he can find some chaps there.

I imagine the General will return to U. S. a somewhat worried man. For in present circumstances it is not easy to raise a European army comparable to the 60 or 70 divisions which the Russians have on our Western front.

Meanwhile the dispute goes on as to whether to mobilize the Germans or not. This is likely to be an exhausting discussion when it is realized that the government here has not yet made up its mind about mobilizing our own manpower.

The men released from the services at the end of the last war remain on a reserve. There is talk of recalling some of them for a "refresher" course. But the people here have a marked reluctance to wearing uniform in peacetime; the Germans love it. So it may be that they will get the first army after all.

* * *

Defense Bill Has Chancellor Worried

No less important than men is money. How are we going to pay for all these defense preparations? This is what is worrying young Hugh Gaitskell, the new 44-year-old Chancellor of the Exchequer.

It is worrying a lot of other people too. Yet there is a cheerful resignation about it all, for the tax-ridden public metaphorically shrugs its shoulders and says "Well, they can't get any more out of me; they are taking the maximum already."

A year or so ago when Mr. Gaitskell was Minister of Fuel he burst into tears at a miner's meeting. He was crying at the failure of his beloved nationalization to produce coal. A very natural reaction for anyone who had grown up with the kind of adolescent hangover which led him to suppose it would.

Now at the time of the last Budget the Conservative Opposition warned the then Chancellor Sir Stafford Cripps and Mr. Gaitskell (who had become his righthand man) that they were using up all the national resources on their Socialism and that in an emergency there would be no slack to take up.

Did Cripps and Gaitskell listen? No. They knew better, just as Gaitskell did about coal nationalization.

It would be all right if it ended there. Unhappily it does not. I could leave Mr. Gaitskell sobbing quietly in a corner by the hour. But he has got to make up his mind whether he is going to raise this money out of taxation or by a new Defense Loan.

Obviously a loan is the answer but ne knows as well as the next man that the cheap money days are over. He could not get a loan now at less than 4%. And then what would happen? He would have his old crony Dr. Dalton, the apostle of the cheap money policy, booming at him. And that is enough to make anyone cry.

Indeed, if the doctor starts having a finger in our financial pie then we shall all have good reason to cry.

* * *

How Socialists Sweep Expert Advice Aside

It was Oliver Lyttleton, M.P. and a wartime Minister, who led the shouts of warning to the Treasury of the dangers ahead.

But the planners took no heed of him. He was just a financier and a leading industrialist and a great figure in the City of London. He had been in trade, industry, commerce and the money market all his life. Worse still, he had made a success of it. So what could he possibly know about it? They swept him aside.

How well I remember, in a different connection, the warnings of the sadly-missed Oliver Stanley, who died a month ago. This was when the egregious Mr. Strachey, crowing like a cock who thinks he has made the sun rise, puffed himself out with prognostications about his scheme for growing groundnuts (peanuts) in East Africa.

This, said Mr. Strachey, would beat hollow anything the Tories had ever done in the Empire. Mr. Stanley gravely agreed. The Tory scheme had been quite different, he admitted. It had been but a simple, modest little plan.

"It consisted," he said, "of the growing of groundnuts by men who knew how to grow groundnuts in places where groundnuts grew." This absurd little proposal in days gone by actually produced groundnuts in commercially successful quantities.

Now we have the news that Mr. Strachey's great scheme has been abandoned after the loss of £36 millions of taxpayers' money. But he and his friends still know best.

* * *

Seek £20 Millions For Film Industry

There is panic in the film industry here. Labour M.P. Tom O'Brien, who is the union boss in this business, says that the only way past the crisis is for the Government to advance about £20 millions to the industry.

This is another fine example of the head-in-the-sand policy. For what has caused the crisis? Just this: the industry faces ruin on account of the money which the Government is taking out of it in taxation and entertainment duty.

They took this and threw it away on Mr. Strachey's groundnuts. Now give it back, says Mr. O'Brien who supports the Government who did it.

* * *

I will end on a story about a lady who went into a fish shop and asked the prices. When told of the fabulous sums now being asked she said, "What a pity to put it where everyone can see it," and walked out.

But these things always make somebody happy. Food Minister Maurice Webb is delighted. Last year he took fish off government control. Now, he says, you can see what happens when private enterprise is let loose.

But why is fish dear just now? Because Mr. Webb has bungled the meat trade and there is practically none of that. So there is a rush on fish. Demand exceeds supply . . . up goes the price.

"Naughty naughty," says Mr. Webb, who started the whole thing.

New Industries Take Up Land In Edmonton

From Our Own Correspondent

EDMONTON — Edmonton is opening new industrial areas to meet the needs of new industries establishing here, Graham Curtis, city industrial commissioner, has informed the newly reorganized Industrial Development Board of City Council.

Curtis said it was expected the international situation would see a considerable falling off of new industries coming here, but the opposite has been the case. He pointed to a record 1950 building permit total of $46.6 million. An increase of $6.5 million over 1949, and to the $1.2 billion bank clearings, an increase of $184.8 million over 1949.

He said the Kingsway industrial area opened in the summer of 1949 has all sites spoken for and by the end of this year there will be $10 million worth of factory and warehouse buildings built or being built in the area.

A newer industrial area, consisting of 30 acres on the northern outskirts, has been nearly disposed of. He said he has made arrangements to sell two 10-acre blocks and one five-acre block to three manufacturing concerns. He could not disclose their names at present, they would employ several hundred persons.

Land in the packing house district has been divided so that one part can be sold for warehouses with a depth of 150 feet and another for factories with a depth of 250 feet. Three acres of this land have been sold to Western Precast Products Company Ltd., manufacturers of reinforced concrete columns and beams.

Another industrial site is being planned on Edmonton's south side in collaboration with the town planning department, Curtis said.

He mentioned 160 acres of land north of the city acquired by the Federal Government for a large military warehouse depot, from which Edmonton will benefit in many ways, and also the refinery construction outside Edmonton's southeast boundaries.

Curtis is going to Eastern Canada in mid-February to confer with representatives of railways, banks, the Federal Government and prospective industries.

Melady Sellers Closing Business

WINNIPEG—Melady Sellers & Co. stock and bond dealers, which with its predecessor companies has been operating in Winnipeg for about 40 years, has given notice that after March 10, it will proceed to wind up its business.

A notice is being published in the Manitoba Gazette that the company has passed an extraordinary resolution directing that proceedings be taken to distribute the company's assets or their proceeds among the shareholders after payment of the company's debts.

Creditors are asked to file statements of their claims irrespective of whether they are due.

The company is withdrawing from the retail stock and bond business. Some weeks ago this portion of its business was turned over to W. C. Pitfield & Co. It will continue in the wholesale investment and financial business in western Canada, likely under the name of a successor company which will take over this part of the work of the present firm.

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Statistics provided by the Dominion Bureau of Statistics, Canada Year Book Division.

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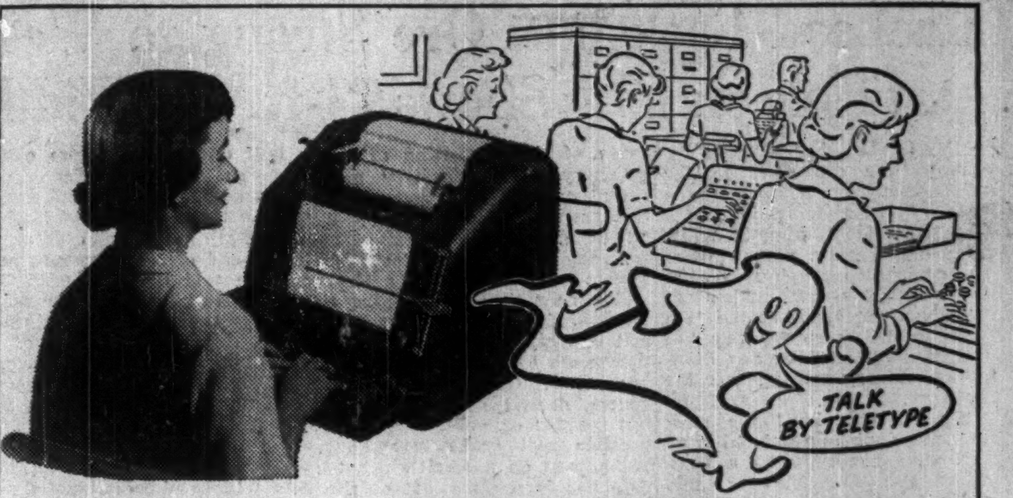

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